THE NOV14 1914 TEAM OWNERS TEAM OWNERS TEAM OWNERS TEAM OWNERS TEAM OWNERS TEAM OWNERS



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Volume XIII., No. 11. Pittsburgh, Pa., Nov., 1914



A MONTHLY JOURNAL OF TRANSFER & STORAGE



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The only Calk that will keep a horse from slipping in the winter time.

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No riveting or fastening calks in. The taper holds the Calks in. Calks can be extracted in a jiffy without removing shoe from hoof.





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A GOOD PLAN TO FOLLOW:

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They come 50 to a box-3 styles-all sizes. Sharp Chisel blades-dull blades-and Jumbo Dull Blades. See illustrations above. If your horseshoer cannot supply you-write us and send us his name. We will supply you through him.

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The Giant Grip Horse Shoe Co.

OSHKOSH, WISCONSIN.

46 Osceola St.

THE =

TEAM OWNERS' REVIEW

OFFICIAL PUBLICATION OF THE NATIONAL TEAM OWNERS' ASSOCIATION AMERICAN TRANSFERMEN'S ASSOCIATION.

AT
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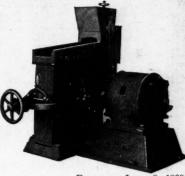


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We are the o riginators of crushed grain feed.



PATENTED JUNE 8, 1909

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There are over 60 Gibson Oat Crushers in St. Louis.

St. Louis, Mo., October 10, 1914.

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Gentlemen:—
Replying to your inquiry as to the benefit I am receiving in using the Gibson Oat Crusher, will say:
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It has saved me much more than the 15 per cent guaranteed by the builders, as I personally attend to the feeding, and have both weighted and measured the feeding, and have both weighted and measured the feeding state that the actual saving to me has been more than \$75.00 each month. That was when the oats were costing me 44 cents per bushel. With oats at 50 cents per bushel, the saving is much more.

The stock is in even better condition than when I fed the whole oats, and then, too, I have had no sickness among them.
I consider the investment the best one I have ever made, for it nets me more than 300 per cent. I would not be without it, as crushed oats is the most economical food for animals that work.

Very truly.

(Signed) L. E. WESSEL, Prop., Southern Boarding and Livery Stable.

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Hook a Pony Crusher to a lamp socket and it is ready for business.

GISON OAT CRUSHERS are the standard of the world—More of them in use than all others put together—There's a reason. "ASK THE MAN WHO OWNS ONE."

Regularly built either for belt drive or with direct-connected motor. NO GEARS—NOISELESS as compared to any other crusher built.

OUR GUARANTEE is to absolutely save you 15% in your feed bill and put your horses in better condition in every way—build them up in bone and muscle—This guarantee goes with every machine we build.

machine we build.

NO STRINGS TO OUR GUARANTEE—You are the sole judge of its merit. If it fails to fulfill our guarantee to the letter, ship it back—"Gibson pays the freight."

Gibson Oat Crusher Co.

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BOTH IN THE QUANTITY OF TRUCKS SOLD AND IN THE VALUE OF TRUCK SALES, WE ARE THE LARGEST MANUFACTURERS OF COMMERCIAL MOTOR VEHICLES IN AMERICA.

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TO FUTURE OWNERS OF WHITE TRUCKS

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The record of continuous repeat orders whereby the foremost firms in America have acquired huge fleets of White Trucks, after experimenting with other makes, is a convincing reason why you should use White Trucks.

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A SUITABLE SIZE FOR EVERY VARIETY OF SERVICE

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Manufacturers of Gasoline Motor Cars, Motor Trucks and Taxicabs



THE TEAM OWNERS' REVIEW



ENTERED AS SECOND-CLASS MATTER IN THE PITTSBURGH POST OFFICE.

Volume XIII.

PITTSBURGH, PA., NOVEMBER, 1914.

NO. 11.

Will We Have More Than Peace to be Thankful For?

BEFORE another issue of THE TEAM OWNERS' REVIEW reaches the transfer and storage interests of the country, every transfer and every storage man and his employes from the drivers up will have partaken of the National Bird and will have shown their thankfulness in one way or another that the United States of America is at peace with its neighbors, near and far.

Perhaps just now some of us are wondering if the meatman will stand for just one turkey on Thanksgiving Day, but the chances are that very few of us will have to stand off the suffering meatman, for the boom, which William Jennings Bryan predicted a few months back, has been heard and business generally is picking up. Mr. Bryan was not mistaken, the boom that he heard approaching was not the boom of European guns, but a sure-enough American business boom on its way to these little old United States.

Here are some of the facts that show how old General Depression, who has been holding the field all alone for nearly 2 years, has been routed and only a lingering remnant of his forces remain. The forces of General Good Business entered the field against him before the European War was called. A few hardy regiments of western farmers formed the advance guard under the banner of Record Crops. General Depression's lines of communication were in danger until he called the European War in a last attempt to save himself.

But the European war has been General Depression's own downfall. "One nation's loss is another's gain" to paraphrase an old saying, but far be it from us to triumph over the misfortunes of our brothers across the water. We have too many friends on both sides, but the general sentiment seems to be that as long as the war is here we might just as well make the best of it. The nations of both sides say that the war must go on. We cannot stop it, but we can benefit from it and we are benefiting.

During the week ending October 24, the exports from the port of Greater New York were larger than for any week in the 6 years previous. The sailings from New York City to foreign ports are steadily increasing

in number, ships going to both neutral and war-envolved ports of foreign lands. During October's 31 days, forty-seven vessels were scheduled to leave New York City. Of these, twenty-eight went to South and Central America; eight to points in Australia and Africa; five to the Far East, and seven to Pacific Coast Points. The New York "Commercial" which calls attention to this list, states that other seaports of the United States show proportionate evidences of activity. It looks like good business for the transfermen in the seaport towns again.

On November 16, the Federal Reserve Banks will open, releasing \$400,000,000 to relieve materially the financial situation. An order has been received by a St. Louis milling firm during the past month for 110,000 barrels of flour, which will keep this plant running night and day for some time to come. Orders have been placed in this country for 3,203 motor trucks for the armies of the Allies and Greece. Great Britain takes, of this number, 1,000 Autocars; Russia 180 Packards and 45 Garfords; France 750 Whites, 340 Kellys, 338 Packards, 200 Pierces, 150 Jeffreys and 150 Reos, and Greece, which seems to be planning to get into the fight, has purchased 50 Kisselkars.

The red trousers and blue coats of the French army are to be replaced with gray cloth and an American' concern is reported to have an enormous order for this material. A Scranton concern has been asked to furnish 500,000 suits of heavy underwear for the British army. A Baltimore company has been requested to estimate on an order for as many rapid-fire guns as ic can produce during the next 2 years. The Welsbach Co., maker of gas burners, foresaw the war and prepared for it, reducing the price of its mantels and putting 800 new men on the pay roll. Threefoot Bros. & Co., harness manufacturers of Meridan, Mass., have received a telegram from the Bethlehem Steel Co., of South Bethlehem, Pa., asking them to estimate on a price for 800 double sets of artillery harness for use in Europe. These sets will cost from \$150 to \$200 each, according to "The Horse Lover," and there is not a firm in the country that has harness enough on hand to fill this order, but it is expected that by each firm bidding on a portion this enormous demand con be met.

An order for 10,000 gasoline stoves for the winter quarters of the British army has been placed with an American concern according to press reports. One could take up several pages, detailing the numerous orders that are being received by supply concerns for things of all kinds, but there is another aspect to the situation which deserves attention. The pottery and chinaware industries are receiving a great impetus and are very busy supplying the local demand which was formerly shared with Europe. Similar industries which formerly had to compete for their local demand with European trade are deluged with orders. Paterson, N. J., is experiencing a boom in its silk mills, toys, clothing, chemicals and other products formerly imported are being taken up by American manufacturers.

Reports from East St. Louis stockyards show that

the representatives of the Allies there are buying enormous numbers of horses for use on foreign battlefields. The only advantage to this country in this feature is that more money will pour into the country. We, the largest users of horses, have not much to be thankful for in this one item. The number of horses in this country is none too great for our own needs and importation rather than exportation has been the rule of the past. The life of a horse in the present European warfare is but 10 days on the average and it can easily be seen that hundreds of thousands of horses will be needed abroad before peace is finally declared. The price of horses will doubtless rise and the transferman knows that they are high enough already. But summing up the indications of what the business of the near future will mean to us, will we not have more to be thankful for than the indications of a month ago lead

Is Not This Part Of Our Work?

THE reports from one of the local team owners' associations recently shows the following, worded somewhat in the way that it is given here: "The secretary read a letter from the ______ company, tendering their resignation to the association, owing to the fact that they have given up the use of horses and have substituted motor trucks. The resignation was accepted without comment."

According to the report of the meeting, after the letter had been read and the resignation accepted in due form, the association proceeded with its regular business for the evening, which was the discussion of use and abuse of the city streets, a subject that is of as much interest to the owners of motor trucks as it is to the owners of horses. In fact, a meeting of a local team owners' association cannot be held but what 75 per cent of the time is spent in taking up questions which are vitally interesting to the owners and users of motor trucks as well as to the owners and users of teams.

A great many firms who have found it to their advantage to motorize their transfer equipment have noted this and have remained in the association to which they belonged while they used horses only. They have realized that inasmuch as there is no motor truck owners' association in their town, it is more than worth their while to stay in the team owners' association. And here is another inconsistency: almost 5 per cent of the subscribers to THE TEAM OWNERS' REVIEW, the official organ of the National Team Owners' Association, do not operate any teams.

Is there not some way out of this difficulty; some whereby these owners of motor trucks who are not by any means on the decrease, although a few of them have seen fit to discard their trucks and return to horses, can be kept in their local association and in the National Association whose interests are the same as their own?

Has progressive Kansas City pointed the way by adopting as the name of their local the title, The Kansas City Team and Motor Truck Owners' Association?

The time is not far off when the motor truck owners will feel the need of an organization of their own. Why should two organizations, working along similar lines, be necessary in one city? The various local team owners' associations are already organized and in as good shape as they have been for years. The National association is well organized and can keep these members in its folds to better advantage to both parties than by letting the organization of a national motor truck owners' association which would take from the National a percentage of its own members in time, be brought about

The National Team Owners' Association is the logical body to take up the question of a national motor truck owners' association. The Motor Truck Club of America has been in existence in New York City for some time as a local organization, started by motor truck dealers and manufacturers and its scope broadened until it can become a national organization for dealers, manufacturers and users of motor trucks. It has not yet a national organization and it is a debatable question whether or not a mixed organization of these diverse interests can be brought together into a harmonious whole.

Just as the American Warehousemen's Association has its two divisions, the household goods committee and the mercantile committee, so could the National Team Owners' Association organize itself into two branches, the Team Owners' Committee and the Motor Truck Owners' Committee. These two branches, while their intersts would be much more similar than are the interests of the American Warehousemen's Association, would not have to meet together at the conventions.



OFFICIAL REPORT SAYS KANSAS CITY ABOUT TO FALL.

Siege of Middle Western City Progressing in Favor of Allied Forces of Warehousemen.

Outer Defenses Capitulate.

Boston, Mass., October 28.—(Special to THE TEAM OWNERS' REVIEW).—George S. Lovejoy, Commander-in-Chief of the Allied forces of Warehousemen of America, issued an official statement at noon to-day in which he said that his troops have taken the outer defenses of Kansas City, at——(name deleted by censor) and that it is expected that the city will fall on December 2 or thereabouts. According to the official statement, the Allied Forces expect to occupy Kansas City on December 2, 3 and 4.

That they are fully confident of having all their meninside the city walls by the second of December, is shown by the plan of conducting the affairs of the city given out in to-day's statement. After having levied a tax of several million dollars' worth of new ideas for the warehouse business and insisted upon great hospitality on the part of everyone in the city those 3 days, the forces will move on.

Supply trains of freight cars, horse vehicles and motor trucks, laden with ammunition in the form of helps in the warehouse business are reported to be moving from Pittsburgh, New York City, Chicago and other centers east, west, south and north of Kansas City toward the besieged town. Beside great amounts of ammunition in condensed form, these trains will bring the Allies' line on December 2, great quantities of food supplies, including California wine (made in the U. S. A.), fresh meat of all kinds, game and Pittsburgh stogies.

D. A. Morr, chairman of the Committee for Defense has issued an official statement which appears on another page. Judging from what the committee has to say in this, the beleagured city cannot hold out much

longer, although both sides seem to feel that the crisis will come on December 1 or 2, when the Allied Forces will make a final great assault with all their men, against the inner circle of defenses. If the Defense Committee does not hoist the white flag, as Commander Lovejoy and his aids, P. Godley, of Philadelphia, W. C. Reid, of New York City and C. L. Criss, of Pittsburgh think they will, the Warehousemen's Allied Forces confidently expect to take the city by storm.

The officers in command of the steadily-advancing Allied Forces are understood to have sworn that they and their men will dine at the Baltimore Hotel in Kansas City, on December 2, and armed as they are and in such numbers, it seems that nothing can withstand their attacks. Since it was declared sometime ago that the Allied Forces hoped to enter Kansas City on December 2, the cry, steadily growing in volume, "On to Kansas City," has been heard through the cities and countries of the attacking forces.

Horse Show in New York.

Arrangements have been completed for the Red Cross Horse Show in New York City at Madison Square Garden, on December 7 to 11. The enterprise has been liberally supported by horse fanciers, not only in New York City, but throughout the country, and the show promises to be a big success.

Condition of Crops on October 16.

The Agricultural Outlook Bulletin of the United States Department of Agriculture issued on October 16 gives preliminary estimates of 892,000,000 bushels of wheat, which is over 100,000,000 bushels larger than ever before; 1,137,000,000 bushels of oats, which is 15,000,000 bushels larger than the total production in 1913, and 69,000,000 tons of hay, which is 5,000,000

tons greater than was shown in the final report for 1913. The corn crop will probably come very near to 2,700,000,000 bushels as compared with 2,447,000,000 bushels in 1913.

The prices of these various commodities, compared with those of last year show increases with the exception of hay in spite of the size of the crops. Wheat is quoted at 93.5 cents per bushel, compared with 77.9 cents in 1913. Corn is 78.2 cents per bushel this year and was 75.3 cents in 1913. Oats were 39.6 cents in 1913, but are quoted at 43.3 cents per bushel this year. Hay is \$11.77 per ton this year, whereas it was \$12.22 in 1913.

Preparing for American Warehouseman's Convention.

James F. Keenan, of the Haugh & Keenan Storage & Transfer Co., of Pittsburgh, Pa., who is chairman of the Household Goods Committee for the American Warehousemen's Convention is getting things ready for the convention of the association in Kansas City on December 2, 3 and 4. Mr. Keenan states that he is endeavoring to arrange a program of about a dozen interesting papers on pertinent subjects by well-known and authoritative warehousemen and is getting up a list of topics for discussion that have not been heretofore developed. This promises to be an interesting and well attended convention.

Secretary Criss, of the American Warehousemen's Association, who has been very ill for several months past, is very much improved in health and, although he is unable to be in his office at the Union Storage Co., in Pittsburgh, has been attending to the affairs of the Association regularly. He expects to be able to attend the convention.

TO WAREHOUSEMEN EVERYWHERE

Gentlemen:

Through the columns of THE TEAM OWNERS' REVIEW the Kansas City Warehousemen extend to you and your wives a most urgent invitation to attend the coming conventions of the Central Warehousemen's Club, December 1st and the American Warehousemen's Association December 2nd, 3rd and 4th, to be held at the Baltimore Hotel, Kansas City.

Now don't disappoint us. We know most of you through OUR loyal attendance of conventions and we shall expect you to come now and enjoy genuine Kansas City hospitality and have an opportunity to visit and see one of the most beautiful residential cities in the United States. Our system of parks and boulevards has few equals.

Special entertainment has been arranged for the ladies.

This convention will probably be the most important one yet held, so reserve the dates now and come along.

Yours truly,

THE KANSAS CITY WAREHOUSEMEN'S ASSOCIATION.

D. A. MORR,
S. C. BLACKBURN,
L. C. CRUTCHER,

Committee.

Which Horse for Your Work?

The following article by J. H. S. Johnstone appeared in "The Country Gentleman" recently and while it is mostly from the breeder's view-point, it will greatly interest everyone who faces the problem of choosing the proper horses for his business.

The weights of each of these horses, given beneath the pictures, are those at which they were sold in the Chicago horse market and are from 50 to 150 pounds less than when the horses were put on board the cars at the point of shipment. An unfortunate ride to market will pull down a horse tremendously. The lighter the horse, in a general way, the smaller the shrinkage of the animal during transportation.

Horses are classified in the market by their jobs—that is, by the work they are specially fitted to do—and it follows that the horse that has no job is the hardest to dispose of and brings the lowest price, weight considered.

Since the establishment of the automobile as a fixed factor in modern locomotion American pleasure horses have been swept into the discard, and the demand for light-legged sorts is now negligible. In the main, horses are now sought for hard work, even when some speed must be displayed to hold the job.

Perfection in a stated job always makes for added value. When a horseman tells you of any horse, "He's sure right for his job," you can depend, if the man knows what he is talking about, on finding just about such a horse as you are expecting. Terms, too, by which the in-and-between kinds are described are quite explicit, but more in a negative sort of way than directly. And when all the various market classes of horses have been told off, there is left the great remainder, entitled "farm chunks," "farmers," "farm workers," or whatever other similar title may be chosen.

In market parlance the word "quality" has a significance different from that which it enjoys in technical reference to pure breds. When the dealer in market horses tells you that this one has "quality," he means that in general it is a good looker, with a neat head and neck, roundly built conformation, smooth, fine hair—good all over for its class.

When a breeder speaks of "quality" in a pure bred he refers almost wholly to the appearance and texture of the legs. Clydesdales, for instance, are famous for their quality, the beautiful silky hair and ivorylike bone character-

istic of the Scottish drafter being the world's patterns in those regards. Naturally a horse with quality about his legs displays more or less refinement of fiber about his body; but for all that a purebred horse of any breed may, in the technical parlance of breeders, have



Heavy Wagon Type,—Five-Year-Old Gelding, Weighing I,400 Founds. Highest Type of Heavy Wagoner, Absolutely Sound and Full of Quality. Sold for \$250, to be Used on a City Milk-Delivery Wagon.



Heavy Chunk on Express Order. Gelding, Weighing 1,570 Pounds. Note Width of Chest and Great Heart and Lung Room to Sustain Prolonged Effort at Speed Greater Than Walk. Sold for \$275 to Go to New York.



Upstanding Draft Type. Iowa-Bred Gelding, Five Years Old, Weight 1,700 Pounds. More Upstanding and Rangy Than the Rugged Drafter. Sold to Go to New England as

superlative quality and yet be undersized and lopsided.

On the contrary, the market gelding that has quality is a dandy looker, even though his legs may not be of the very best. This explanation is necessary in order that readers may understand that when the word "quality" is used in connection with the market horse, good looks and accurate conformation are referred to, not merely special excellence of legs.

Good classified horses are those that are sound or practically so, have welldefined jobs, range from five to seven years of age and have quality. Approach to the accepted standard of appearance and weight determines values. Soundness, too, is an all-important qualification, any material imperfection slashing from twenty-five to sixty dollars from the price. Color cuts some figure, though not a great deal, grays being most favored, red roans very popular, especially in pairs, and bays, browns and blacks standard. Duns or light washy sorrels are discriminated against, some dealers refusing to buy them at all, but good, hard chestnuts are well enough liked. Mealy bays go better in very heavy weights than in the other classes, and too much white is a handicap, especially about the forefeet.

Some buyers will not take a horse with white front feet, but that is merely a personal idiosyncrasy, because white forefeet are just as good and serviceable as white hind feet, and both are equal in every way to black feet so far as wear and tear on road or pavement are concerned.

First and most valuable on the list today are the drafters, and of these the type designated "New York drafter" is the highest in price. New York likes a rather upstanding type and does not object at all to the British conformation and coloration—in general, prefers a strong, boldly going, upstanding truck horse weighing 1800 pounds or more and looking the part of a drafter that is able to do any heavy work.

Boston will take that sort if it can get no other, but it likes a conformation more on the low-set, Belgian order, very smooth in its turn, short of leg and without much white. Any noticeable amount of hair on the legs is not wanted by Boston buyers.

New England dealers take many heavy horses for work on city trucks and some of the very best buyers on the Chicago and other Western marts supply that region. It was a Maine buyer who took from Chicago the best and highest-priced load of drafters that ever left that city.

For this trade there is really no choice so long as the horses are big enough and good enough, but light-boned sorts will not do. Considerable lumbering demand exists in New England and the timbermen buy a very superior class of drafter, sometimes going to Montreal and buying white-footed Clydesdale grades from Onttario by the load.

Prices for drafters vary widely according to weight and quality, but



Medium Wagon Type. Mare Weighing 1,290 Pounds, With Flesh She Would Shape Up Like the Light Wagon Type, But Would Never Be so Near Over Quarters. Sold for \$230.



Light Wagon Type. Mare, Weighing 1,230 Pounds. Suitable for Use on Department-Store Wagon. A Typical Specimen of the Light Delivery Wagon Sort. Sold for \$225.



Heavy Fire Horse, High-Geared Gelding, Weighing 1,590 Pounds. For Use on Steamer Wagon. One of the Hardest Kinds to Find. Sold to Chleago Fire Department for \$290.

weight without quality and soundness brings no big money. That is a rock on which many a cherished hope has been wrecked. Farmers have bred their mares to inferior big stallions and later have had rough, three-cornered, unsound colts to sell—long haired and undesirable, but heavy. And then they wonder why the dealers refuse to pay real drafter prices for these misfits. Drafters are the hardest of all horses commonly used to breed to any great degrees of perfection. But the rewards attained by success amply compensate for disappointments.

The limit of weight for the drafter, scaling downward, is about 1650 pounds. Round that weight and below it are bred a lot of very useful horses that are called team horses or some such name. They are neither chunks nor drafters-not thick enough nor short legged enough for chunks and not big enough in any dimension for draftersjust simply good, big, strong, team horses. These sell at the top for a little less than the lowest of the draft class. Let us put \$250 as the low spot for a real drafter and the best team horse will sell for \$240, but as his weight and general quality decrease the value of the team horse drops off amazingly fast, so that when 1500 pounds is reached and individuality is not the best, buyers want for round \$175, or for considerably les than is paid for good chunks of the same weight.

The team horse has no classified job and in conformation he may be wellnigh anything, but he will do a lot of hard work hauling dirt out of a cellar, sand or lime on the street, bricks from the yard, and so forth, for which uses big prices cannot be paid. Recently a strike almost paralyzed the building industry in Chicago, and that has practically ruined the demand there for team horses. All through the past winter they were the cheapest of the sound kinds in offer.

Next to the drafters as a market class come the chunks, which may roughly be split into three divisions-the light, weighing from 1250 to 1375 pounds; the medium, from 1375 to 1475 pounds; and the heavy, from that point up to round 1550 pounds or more. Good, big horses of 1600 pounds and chunk types are always salable at fancy prices. Chunks are what their name implies-thickmade, wide-out, short-legged horses, with great strength in comparatively small bulk. Medium chunks are assuredly the most useful horses for city life. You see them in pairs weighing round 2900 pounds, hooked to all sorts of rigs, pulling great loads of all sorts of merchandise and getting about in wonderfully handy shape.



Good Livery Type. Bright Bay Gelding, Six Years Old, Weighing 1.080 Pounds, Suitable for Livery Work in Contray Town. An Attractive Sort. Sold for \$155.

Relatively values range about this way: For tops in the light division, say from \$225 to \$230; low limit \$185; bulk of good kinds from \$205 to \$215, Medium weights start at say \$200 and go as high as \$240, with the bulk from \$225 to \$235. Heavy chunks soar as high as \$285 for 1550 pounds or more, and from that down to round \$235 for the least desirable.

A buyer wanting a pair of chunks to weigh 3000 pounds, sound, five or six years old and with quality, must count on paying \$500 or more for them. There is nothing wrong about a real crack chunk, 1550 pounds or a little heavier, bringing more than a horse 75 or 100 pounds heavier, but not so good in comformation or quality. The best of one division always bring more than the poorest of the next larger.

Now we come to the wagoners and expressers, of practically the same weights as the chunks, though not quite so weighty in the top register. Wagon horses, or wagoners, range in weight from 1200 to 1500 pounds, but when they reach the latter weight they are perilously close to the team-horse division and must be very shapely and full of quality to hold their job.

Wagon horses in their best estate are used by the wholesale and retail drygoods houses, by department stores and similar merchants who count good looks and quality of commercial value as an advertisement. Demand for the lower grades comes from the butcher, the baker, the candlestick maker, and all the thousand and one other consumers who must have horses to haul their goods.

Perky, stylish, neatnecked, coachy wagoners used by the department stores, for instance, weigh from 1250 to 1350 pounds and cost at the top a clean \$250. But not many bring so much; most of the best at those weights bring from \$230 to \$245, and from that down to as low as \$185 for just plain, honest, decent, delivery-wagon beasts. Usually



Boston Chunk Type. Grade Belgian Gelding, Weighing 1,350 Pounds, Very Smooth, Deep-Middled, High-Quality Sort Much Likedin New England. A Sort Always Salable at a Decent Price. Sold for \$235.

a pair of good wagoners, weighing 2600 pounds or a bit more, can be had for between \$400 and \$450.

Holding on to the same good looks, wagoners weighing as much as 1450 or even 4500 pounds bring special prices, but they are catchy propositions and quotations are unreliable, much depending upon the purchaser's pocketbook and his estimate of advertising values.

Big 1400-pound wagon horses for milk routes cost from \$235 to \$260, most of them \$240, \$245 and \$250. Once in a while one costs as high as \$265.

Nice little coffee-wagon horses, 1200 pounds or thereabouts, cost from \$185 to \$200 if good ones are wanted, and the pie-wagon horses—rather upstanding, rangy specimens—cost all the way from \$190 to \$225. Not so long ago I bought part of a load of pie-wagon horses in Omaha—a pair of grays, a pair of chestnuts, three bays and two browns—for an average of \$208. They weighed about 1326 pounds average.

Expressers were formerly a class by themselves, mostly the get of standardbred trotters and imported French and German coach stallions from native mares. As good a description as any

Heavy Expresser. Gelding, Weighing 1,400 Pounds. Showing Upstanding, Rangy Express Type. Bold, Free-Going Sort Expected to Move Big Load at Trot. Sold for \$237.50. He is a Little Lacking in Quality.

of the typical expresser as he existed fifteen years or more ago was an "overgrown coacher," but that stamp has been obliterated, owing to the banishment of standard-bred and coach stallions from the Corn Belt.

Expressers are now merely leggy wagoners or medium team horses, and as the express companies have quit paying good prices only a very common lot is used on their wagons. One of the largest companies had a limit of \$227.50. Another had more than 200 head burned up not long ago and was forced into the open market to replace them in a rush. The prices paid soared as high as \$255 and from that fell away to \$190.

A good many of the lighter team horses are pressed into service as expressers nowadays and really there is not much specific meaning to the word "expresser" any more, except that it always implies a considerable measure of ranginess and a more or less smart trot with a heavy load. Between 1400 and 1500 pounds is the proper weight for this sort.

Livery horses weigh from 900 to 1150 pounds, from 1050 to 1100 being the favorite weight. Real driving horses weighing from 1100 to 1300 pounds, with good looks, some speed, good color and manners, bring from \$250 upward, according to the extent to which they may be relied upon and the ambitions or necessities of the customer. You will hear that there is no demand for a family driver. Let me tell you that a real family driver is a mighty scarce article and there are buyers for every one at fully as good prices as were ever paid for them. Only, no more can horses be sent out on trial, as they used to be before the advent of the auto. Some joy-rider might run along with his car and turn horse, buggy and driver upside down on the street. Nowadays the man who buys a driver pays for him when he gets him home.

Horses that go the five gaits, sound and right, bring from \$250 to \$500 for ordinary to high class, up as high as you care to go for the show article. Horses that can only walk, trot and canter, if thoroughly mouthed and mannered, of typical conformation and young, sell in about the same notch as the gaited kind, but the imitation gems bring no more than their brethren condemned to the slavery of livery leather.

These are the market classes, and when the city dealers have made their selections all that remain and obstinately refuse to accept any job go as the farmchunk delegations. Soundness is not necessary in a farm worker. If a horse can do no one thing well he makes a farm chunk.

There is no use trying to describe this delegation, for they come in all shapes and sizes, all colors, all ages and in every known stage of minor unsoundness of wind, limb and eye. Pairs of geldings weighing from 2500 to 2650 pounds bring from \$235 to \$350, the bulk round \$300 or \$325. Heavier geldings bring from \$300 to \$400 a pair, with an average round \$375. The geldings reach as high as \$215 apiece or thereabouts.

Mares command a substantial premium, sometimes as high as \$50 a pair



Rugged Draft Type. Gray Mare, Five Years Old, Weighing 1,750 Pounds. A Percheron Grade, Short-Legged, Strong Mare of the Rugged Pattern, But Without Great Quality. A Very Useful Sort, Always Salable on Eastern Account. Sold for \$275.



Heaviest Draft Type. Gray Mare, Weighing 1,950 Pounds, Nearly Pure-Bred Percheron, With True Draft Height, Width, Bange and Length of Leg, Strong Bone; in Fact a Typical Heavy Drafter of



Rugged Team Horse. Gelding Welghing 1,610 Pounds. Neither Drafter, Chunk, Wagoner, Nor Expresser—Just a Big, Strong World Horse. With a Better Middle He Would Have Made a Drafter. Sold



Heaviest Chunk Type. Six-Year-Old Gelding, Weighing 1,600 Pounds, Almost a Drafter, But Without Sufficient Poundage and Range. A Belgrian Derivative With Great Thickness, Medium Bone, Splendid Quality and Short Legs, Always in Demand. Sold for \$275.

over geldings of the same weight, if reasonably young and sound and showing possession of some true draft blood. Loads of these farm workers are put together to be taken east from Chicago for retailing in New York, Pennsylvania and other Eastern States at round \$165 a head for the lighter ones and \$180 for the heavier ones. Loads of mares averaging 1325 pounds have cost from \$206 to \$215, and averaging round 1400 pounds, from \$220 to \$235.

Application of pencil to paper in display of these figures will show a fairly well-covered range of jobs, weights and prices, reaching from the open field to the innermost city alley. Horses, however, cannot be quoted as to price like most other commodities, for the reason that much depends upon the customer's and his temperament.

In short, horses are not staple, like even cattle or sheep or swine. A horse that may suit one man right down to the ground may not please another at all, and the one for which this buyer may be willing to pay a top price is not worth ten cents a dozen to his neighbor. The prices quoted here are those current on the Chicago market and will serve as a truthful guide to values in wholesale markets all over the Middle east.

Horsemen have their own slang, and often when their loads are up for sale in the "bull ring" they act like a lot of lunatics. Most dealers will swear that they are being robbed, that each and every horse cost more in the country than has been paid for him, while the most glaring blemishes are passed over speciously. Horsemen are adept in the art of minimizing defects and magnifying good points.

"Bull pen" or "bull ring" is the name invariably given the auction ring, where the horses are inspected by a regularly paid official, who calls the defects as he sees them. If a horse is unblemished

he is pronounced "sound." An incipient side bone is a "gristle," and the seller will have it so even if it is big enough to be seen a block away. A horse with a bone spavin is "a little coarse"; one with a curb is "a shade rounding"; and one with a bog spavin is "filled." Flat swellings on the outside of the hocks are "Michigan pads"; fresh abrasions received in transit to market are "car bruises." Defects of the eye are referred to as "specks," "feathers," "blue eyes" and blind," as the case may be.

Horses that toe in or out are respectively "pigeon toed" or "nigger heeled"; those with long, very oblique pasterns are "coon footed." Ages, as indicated by the teeth, are called rationally, but when a mouth shows a horse just past his dental changes he is styled "eightnine-year-old." Past that he is simply but expressively designated by the term "age." "Pea splints," "hair brands," "just a nickel's worth," and kindred diminutives are characteristic of the



Light Chunk, Five-Year-Old, Weighing 1,260 Pounds, Vary Stylish, High-Headed, Strong Little Mare, With Lots of Quality. Built for Hard Work, According to Her Inches. Sold for \$202.50.

charity with which the average horseman seeks to cover his animal's faults.

Horses that wheeze and whistle when tried on the gallop are termed "windy," of which there are two varieties—"little windy," which means that the fault is not pronounced and that the horse might run clear on another trial, and 'plain windy," which settles the whole matter.

A horse that runs clear, but grunts when startled is a "bull," and a cribber "takes hold of the manager." One that is substantially unbroken goes as "a little green," and one that balks in the harness is merely "short of work." A horse that dislikes to be bridled is "touchy about his head"; one that will kick a man going up beside him is "nervous in the stall"; one bothersome in the stable is "staggy."

Not so long ago I heard the announcer describe a pair of farm chunks thus: "Half past three, speck in the eye, shade rounding, off horse; light gristle, shade coarse, age, near horse." Yet the consignor, standing beside the auctioneer, blandly adjured the crowd to "go to them, boys. They're sound and right and they cost \$450 in the country." They brought \$240 and left a decent profit at that.

"Half past three" means between three and four years of age. "One good eye" guarantes perfect sight on one side of the head only, which eye not stated; "collar crease" means that some time the collar has caused suppuration on the top of the neck and has left a depression there; "shade low off hip" means that the hip on the right side is not level with the left. Nothing, it will be observed, goes by its right name.

If a horse is badly bunged up about his legs he is "little second hand about the ankles." If he throws his forefeet outward at the finish of the backward stroke he "paddles" or "wings"; if he goes wide behind he "straddles."

Concluding the slang of the bull ring, when horses are sold as "sound" it means that they are without value-lowering defect or abnormality. "Sound except" indicates that the animal is sound with some exception - "little rounding" maybe, or perhaps "just a nickel's worth of a gristle on the off forefoot." "Wind and work" means that the horse is sold to run sound in wind and to pull true. "Legs go" indicates that all the imperfections on the legs belong to the beast and go with him wherever he goes. "Worker only" signifies that a long, strong pull in the leather is all that is guaranteed, even if the beast should drop dead the next minute.

"At the halter" carries no qualification whatever—the buyer gets what stands in the ring when the hammer falls. If, after full investigation, he finds on the horse more than was called on him rejection may follow, or may "bush" the



Short-Legged Drafter. Gelding, Six Years Old, Weighing 1,750 Pounds. He Has Great Width and Strong Bone. The Most Popular Kind on the Market. Note Great Width of Chest. Sold to New York at \$850.

As each horse is sold he is tagged

As each horse is sold he is tagged to the buyer. If he works all right and winds all right the try-out man punches the tag and the sale is completed so far as the officials are concerned. If a clean bill cannot be granted the tag is torn from the halter, marked with cause—"little windy," may be "short of work," "green"—the tag is returned to the selling-commission man and the horse to the stalls of the consignor. If the buyer knows all about a horse and requires no official try-out he instructs the vender to "cross the tag."

Just what there is about horseflesh

that has from time immemorial excercised such a curious and deleterious influence over mankind has never been discovered, but the ancient saw, "gentleman on the street, devil in the stable," has always been too true of the majority of men connected with it. As time wears on, however, the tricks of the trade become fewer and are more generally understood and any one can, if he wants, get just as square a deal in horses as in sand or sugar.

The trouble is that almost every man believes himself a born judge of horses and too many cherish some sort of a mistaken idea that, given the chance, they can do the other fellow up. Just as soon as the man who has to buy horses gets that wholly erroneous idea out of his system, and lays his specifications before a reputable dealer, just then, and not till then, will he get a genuinely square deal.

Most of the old tricks have been forgotten. The demand for horseflesh now is strictly commercial and the opportunity for deception is correspondingly reduced. With the passing of the present generation practically all the ancient and honorable devices by which worthless horses were transmogrified into world beaters will have been forgotten.

I. F. W. A. Talks Tailboard Delivery.

At the September meeting of the Illinois Furniture Warehousemen's Association in Chicago, Secretary Wood read a letter from Secretary Gabrylewitz of the National Team Owners' Association, asking the support of the Illinois association in the Tailboard Delivery Case. It was the opinion of those present, that while they themselves were not directly interested, none of them carrying on freight transfer in conjunction with their warehouse business, many of the associate members of the body would doubtless be interested.

Secretary Wood, therefore, read into the minutes of the meeting for publication in the association's Bulletin, the History of the Tailboard Case as given in the subscription booklet sent out by the National Team Owners' Association.

Industrial Relations Commission Conducting Hearings on Pacific Coast.

The Industrial Relations Commission is conducting hearings on the Pacific coast towns in order to get to the bottom, if possible, of the differences between organized labor and capital in the west. With the memory of the recent strike still strong with them, the Seattle Team Owners' Association is much interested in the hearings. THE TEAM OWNERS' REVIEW has A. J. Mc-Mahon, president of the Seattle Team Owners' Association to thank for a copy of "The Town Crier" of Seattle, containing the complete testimony of J. V. Patterson, president of the Seattle Construction & Dry Dock Co., before the commission. The strongest and most important paragraph in Mr. Patterson's testimony follows:

"The right of the people to organize is limited only by their interference with the liberty of others. * * * I have no hatred of the unionists on principle; what I hate is their use of a self-constituted power to enforce the will of a few men on any one man, because they are taking away the man's elemental right as a citizen of this country."

Humane Convention at Atlantic City.

The American Humane Association held its annual convention at Atlantic City on October 5-8 this year and well-attended meetings were held daily. The three most important papers from the viewpoint of the team owner were those presented by W. K. Horton, of New York City, Prof. Samuel McCune Lindsay, of Henry Bergh Foundation, Columbia University, New York City, and E. S. Hare, of the Commercial Truck Co., of Philadelphia.

Mr. Horton spoke on "Public Drinking Fountains for Horses." He has made an exhaustive study of this feature. He said, among other things: "Although the authorities in New York City have taken upon themselves to prohibit the placing of drinking places in the city streets in order to prevent the spreading of glanders, I feel that the actual loss of animal life through the failure of the drivers to provide enough water for their horses is far greater than that resulting from the infection of glanders from drinking places. I think drinking stations in abundance should be maintained in every city in the Union."

Mr. Lindsay's subect was "Some Problems in Legislation for the Proctection of Animals." For the most part, he dealt with the difficulty of getting proper legislation passed. Mr. Hare, whose company makes electric horse ambulances, spoke very interestingly on "Veterinary Ambulances." A demonstration of an electric ambulance was given following this address.

Through its nation-wide organization the Humane Association is preparing for a National Humane Sunday and Animal Week. This movement was started at the Atlantic City convention. Every minister in the country will be asked to preach on some phase of humane work on some certain Sunday, yet to be named. H. L. Roberts of the Animal Rescue League of Pittsburgh is the Pennsylvania State chairman for this movement.

Among the Associations

Street Feeding Discussed in Pittsburgh.

The Allegheny County Team Owners' Association met in Pittsburgh on October 29 to discuss the question of feeding horses on the city streets. There was a good attendance and much lively discussion, drivers for some of the members having been arrested recently for feeding horses on the streets, and fines having been imposed.

There is a city ordinance in Pittsburgh which provides that no person shall place any trough or any other vessel in the city's streets or alleys for watering or feeding horses. The association will co-operate with the city police department in respect to this ordinance, the police having no objection to feeding in alleys through which there is not much traffic.

A second Pittsburgh ordinance, which forbids tying of horses to shade trees or leaving them standing near trees came up for discussion. In this, as in the first ordinance question, it was the sentiment of the meeting that the association should co-operate with the city authorities by warning their drivers not to leave their horses near shade trees.

The condition of the city streets was the cause of quite a lengthy but interesting discussion. J. O'Neil, of the O'Neil Express & Storage Co. said that now is the time to speak for street improvements. Some of the streets are in very poor condition and as the budget is being made up now, some action should be taken by the association. It was brought out that street improvements are not mentioned in the budget as it has been made up to date, although the mayor wants the streets improved and would like to have \$1,000,000 appropriated for street improvement, which Pittsburgh needs badly. The matter was referred to the association's legislative committee.

The treasurer reported that the association is in fine shape financially. J. J. Blanck, of Blanck's Transfer & Storage Co., stated that he is having ground broken for a new garage with a capacity of several trucks, of which he has four at present.

Chicago Cartage Exchange to Employ Detectives.

On October 13 the Cartage Exchange held the first night meeting it has held for some time, the election of a new member of the Executive Committee to take the place of Mr. Seng, whose recent protracted illness caused him to resign from that committee, being a special order of business. The attendance was considerably above the average of the recent day meetings, owing to the nature of the business at hand and the fact that there are always some members who cannot get away to attend the day-time meetings. John Broderick was elected to fill Mr. Seng's place for the unexpired

term, and attended his first Executive Committee meeting 2 days later.

A committee composed of three of the leading members was delegated to investigate and report on available detective agencies with the view of again employing special agents who can handle the thieving difficulty with which the team owners have to struggle, men who are well trained detectives of long years of experience. The benefits of a strong detective organization in the employ of the exchange is urged by nearly all of the members of the organization, the expense being more than justified by the benefits. The detective agency will work in perfect harmony with state and city officials, as has been done in the past, and will insure to the team owner special protection along the line of stealing to which other businesses are not open, and will also let the thieves understand that there is a special effort being made along this line, which seems to have a good effect upon them. They realize that the chance of being caught is greater where a strong detective organization backed by a still larger businessmen's organization is after them than where an individual is working single-handed.

The organization has recently authorized the handling of small property damage claims against certain public service corporations by the exchange office. Whether this will be a success or not, remains to be seen. Individuals have found the task of pushing these small claims too slow and the returns too small to justify the effort, but it is possible that an agent with a large number to handle can do so profitably.

JAMES S. BROWN, Secretary.

Notes from Philadelphia.

During the summer months the Philadelphia Team Owners' Protective Association held meetings regularly, but the attendance was not large and very little business was transacted. At our October meeting, improvements for bettering conditions of teaming in general were discussed at length. There does not seem to be many grievances in our local at present.

When traffic regulations are obnoxious, we seem to get a fair adjustment of them when a committee from our association states our grievances to our city directors.

CHARLES FARRELL, President.

Texas Transfermen Meet.

Methods for the prevention of damage to baggage and loss of baggage were discussed by the Texas Transfermen's Association at its semi-annual session at the Chamber of Commerce, in Fort Worth, Tex., on October 16. There is only one member of this association in each town in Texas and all members have contracts with the railroads for handling baggage. J. T. MacDonald, of Brownwood, is president, and A. S. Wagner, of Dallas, is secretary and treasurer. Officers

will be elected at the next meeting, which will be held at Corpus Christi, in April.

The delegates were the guests of the association at dinner at the Metropolitan dining room at noon, and were guests of the Fort Worth Union Transfer Co., at the stock show in the afternoon. The following towns were represented at the meeting: Dallas, Fort Worth, Bowie, Paris, Ringgold, Temple, Beaumont, Victoria, Brownwood, Corpus Christi, Sweetwater and Mineral Wells.

Organize to Prevent Horse Poisoning.

East side horse dealers in New York City have organized the Horse Owners' Protective Association and incorporated under the laws of New York. The purposes of the new organization are "to prevent horse stealing and horse poisoning and the committing of all crimes in connection with and relative to horses, to encourage and promote humane treatment and sanitary stabling and to eliminate fraud in all matters affecting horses."

Whip Business Affected by War.

The whip industry is most seriously affected by the European war, according to a report from Westfield, Mass., where most of the whips manufactured in the United States are made. The most important products tha enter into the construction of a whip must be imported from abroad. Rattan and reeds are the basis of all whips and it is impossible to manufacture without them. These come from India and the islands of the Far East and have all been practically controlled by German concerns. Most of the factories engaged in the manufacture of rattan are located in Germany. Other articles of importance in whip manufacture, such as rawhide, glue, rubber goods, varnish gums, colors, etc., are also imported from the countries now at war.

There is but a limited supply of these products on hand and some of the smaller concerns have already been forced to close down. It is reported that the manufacturers find it necessary to advance their prices, owing to these conditions.

Odd Shaped Trunks Barred by Carriers.

The American Association of Baggage Agents has ben considering limiting the transportation of baggage to trunks and cases having at least two square sides. The railraods adopted the following ruling, which was suspended until September 29:

"On and after June 1, 1914, trunks or cases constructed in the form of a trunk or other rigid containers, which are not square or rectangular, will not be accepted for transportation in regular baggage service, except that such trunks, cases or other rigid containers may have not to exceed two bulging sides, provided the bulging sides are opposite to each other."

NEW ENGLAND NEWS

The condition of the trucking business is about the same in Boston. It has been very quiet lately and seems to be so in all lines. We think the railroad situation, the unsettled condition of the war tax, the war



W. D. QUIMBY.

itself, and the questionable condition in regard to rates have all had their effect on business. Usually at this time of the year there is a great volume of business passing through the country on future business requirements. At the present time it seems wise to buy only present requirements after the abnormal prices we have been subjected to.

The Team Owners' As-

The Team Owners' Association held its first meet-

ing of the season at the American House, on October 6. The attendance was good and I am very glad to note that four new members were brought into the association, as there is no question but what the association is of great advantage and a benefit to all who belong to it. The following is a record of the transactions at the meeting:

Dinner was served at 7 p. m., and at 8:15 the meeting was called to order for business, President Shiland in the chair. The records of the May meeting were read by the secretary and, no error or omissions being discovered, were declared approved. The secretary then presented the names of the following as applicants for membership in the association: R. & O. Woodsome, C. F. Prince & Co., Taylor & Co., E. F. Caldwell. On motion of Mr. Waterhouse, it was voted to suspend the by-laws and act upon the above applications, same being in proper form. There being no dissenting voice, these four concerns were duly elected to membership and the secretary instructed to notify them to that effect.

The next business was the election of a delegate to the Massachusetts State Board of Trade, to fill out the unexpired term of Alexander Grimes, deceased. On motion of Mr. Loveless, Henry C. Knight was unanimously elected to fill the vacancy.

This concluded the regular business and the remainder of the evening was consumed in a general discussion of business conditions, together with suggestions and recommendations that would be of benefit to truckmen in general.

Adjourned at 9:45 p. m.

Warehouse Accounts and Their Collection.

The following paper on "Accounts and Their Collection," was read at the July convention of the New York Furniture Warehousemen's Association, by C. W. Pimper.

There is no more important item connected with our business than our accounts and their collection, nor one given less attention. The collection of our bills is more potent of disaster than the carelessness of our draymen or packers. When we take a new clerk in our office we carefully school him in what we have to sell, whether it is our storage space or the labor of our packers. In reference to our accounts we simply tell him that all charges must be paid before delivery of goods. To do this without causing offense requires greater skill and tact than selling storage space or packers' time. When a customer comes to us he is desirous of storing his goods or having them packed, and all the clerk needs do is to convince him that our prices are right and the packers without superiors. The clerk has an advantage here, as he has only to supply what the customer desires. When it comes to collecting our charges the customer has what the clerk desires, namely, the money, and usually he is loath to pay the charges until after he has had an opportunity to examine his goods.

I will not take up your time with a description of how accounts should be kept, as this has already been discussed at our meetings. This, however, I do desire to say, that accounts should be as simple and clear as possible, so that they may be easily understood by the customer when presented him in the form of a bill. Each one of us, I am quite sure, has considered these matters and our bookkeeping systems fit our own particular needs.

The collection of our long-term storage accounts is accomplished by sending bills monthly, quarterly, semi-annually, or as our customer desires. When storage accounts are in arrears for the necessary length of time, we have a legal right to sell the goods for our charges. Those of us who operate in states which have adopted the "Uniform Warehouse Receipts Act" have a clearly defined method of procedure. Those of us not so fortunate have to follow our local laws and customs and are far better able with the assistance of a competent lawyer to learn our rights in the matter than I or any one else not knowing those conditions could advise them.

The long-term storage accounts are settled to the mutual satisfaction of customer and warehousemen, the accounts in arrears are settled according to method laid down by law, but it is not of these that I desire to talk to you, but rather of the storage accounts when goods are about to be removed and the packing or hauling jobs about to be completed. It is my opinion that the time to talk collection is the time we take the order. We

have no hesitancy in asking the customer his name, address and what he desires. Why, then, should we hesitate to talk to him about the bill? If we have our clerks thoroughly schooled to talk about the payment of our charges when talking about the work, our troubles from this source will be reduced to a minimum. When John Doe comes to us and asks that his goods be delivered to his new address, we should tell him tactfully, pleasantly, that his wishes will have our best attention, but that it is necessary that all his charges be paid before delivery. Let him understand that the charges can either be paid at the office or to the man in charge of the wagon. It is always better to have charges paid at the office, but whether the charges are to be paid at the office or at the house, be sure that the customer understands that he must pay before he will get his goods.

Do not discuss the matter of collection in such a manner that the customer does not understand what is expected of him. Be sure that he thoroughly understands that he is to pay his bill on delivery of goods, so that he cannot say to the driver, "They did not tell me at the office that I was expected to pay you." No one will object to paying his bill if approached in the right manner, but should he object, he will not tell his friends that the reason he does not deal with you is because you asked him politely to pay his bill; he would not care to put himself in such an unenviable position. If, however, you have not given him to understand that he is expected to pay his bill before receiving his goods, he will tell his friends that you held him up. I know of a case where a man thus held up by an American firm told another man whom he met by chance in a small European village not to deal with such and such firm, as they did not know how to treat their customers with proper respect.

Furniture you can damage and be forgiven, but when you question a man's financial standing by endeavoring to collect a bill on delivery without first letting him understand that you are going to do so, you question his honor, and forgiveness is not easily obtained. In a good many cases you lose the customer. I do not know of anything connected with our business that will make our customers angrier than to be held up. The term "righteous indignation" only mildly expresses their condition. We have all probably had the misfortune of seeing our customers who have not been informed that the bill would be collected on delivery so angry that they would be nearly speechless.

Well do I remember one of my early experiences in having the driver present a bill without the customer being informed that the goods would be sent C. O. D. She called the office by phone and made my ear burn with the fire of her remarks, although she was at least

a mile away. In my mind's eye I could see her eyes snap as she told me what she thought of us. Although this occurred about 15 years ago, she never gives us an order now without reminding us of that experience. Another thing to remember is that the office should see that the bill is understood and that there are no items in question, as the driver is neither by training nor education competent to explain the bill. Do not transfer the duties of the office to the driver.

A lady recently had her goods shipped by a ware-houseman who had her goods on storage for a long time and who had done a great deal of work for her. While the goods were on storage the bills had always been paid promptly, and there had been no objection to taking checks in payment. The checks had always been honored by the bank. When the goods were ordered shipped, the warehouseman asked for a certified check or cash. He wrote about as follows:

"In regard to our manner of collection, would say. we only did as we do in all cases, insist on a certified check or cash. In our past experience she has always paid us while goods were on storage. We were always protected by goods in the warehouse." If I were dealing with any of your men and you asked me for a certified check or cash after you had accepted my check for the quarterly storage bill, I would feel that you were questioning my honesty. In effect you who follow this custom say to your customer, "During the term your goods were in storage you had to be honest and see that the check was honored at the bank because we had your goods in our warehouse, but now that you are going to remove your goods we do not think you are trustworthy and we must insist on a certified check or cash." Gentlemen, place yourself in the position of that customer and see how you would enjoy such treatment. I don't believe such treatment of our customers is necessary or proper. Our company in its existence of nearly 25 years has had but one check which was "turned down" by the bank, which was not promptly "made good" by the maker.

When taking an order for an out-of-town delivery which is to be handled by a correspondent, be careful that the customer understands if he does not pay you the charges your correspondent will collect the bill. If you arrange with the customer that the bill is to be collected after delivery, so notify your correspondent. Whatever your arrangements are with the customer, notify correspondent. A carload shipment recently arrived in Washington and we were notified by the railroad. The car was shipped to the order of such and such a warehouse, notify John Doe. As John Doe was a customer of ours, we called him up and he informed us that he had not received the bill of lading nor any advices and instructed us to telephone to the shippers. This we did and were informed by them that they had sent John Doe a bill, but had not received a check. We told them to send the bill of lading and bill to us and

we would collect their charges. When we told John Doe that the bill of lading had not been sent because he had failed to send a check, he replied that he did not know what he was expected to, as he had been told by the clerk when he asked about the bill, "Oh, that is all right, we will just mail it to you." He had not been given to understand that he was expected to send them a check before they would release the goods. It was the intention of this warehouseman to send the bill of lading with draft attached through the banks. This method of collection should not be used where we have a member of one of our associations who can act for us. If draft is to be attached to the bill of lading, be sure that the customer is so informed. What is simpler when taking an order to ask the customer how he would like to pay his bill? He will almost invariably ask you what are your methods. You can then explain to him that he must pay before the goods leave your hands, and your practice is for him to either pay you or your correspondent or you will draw on him. When the matter is thus put to him you will have no difficulty.

When making a shipment to a correspondent on which there is a collection, always get the papers off promptly so that the delivering company can notify the owner of the goods that they are on the way and that he is expected to collect a bill. This method permits every one to be notified what is expected of him and be prepared to carry out the instructions. After collection is made make returns promptly.

If we are so unfortunate as to have goods get away from us without the collection of charges, it is good business to send a competent person to collect the bill. This person should be given authority to compromise with the customer, if any damage has been done. The longer the matter is let drag the greater becomes the damage in the sight of the customer. At the same time, the advantages of having had his goods in storage becomes less and the customer soon convinces himself that he should not pay the bill.

I think we have all found that many claims for minor damages have been made against us as an offset for bills uncollected. There seems to be quite a tendency in this direction. Besides the time it takes to adjudicate these claims we have the expense of the repairs, etc. This increases our general expenses and there is a corresponding decrease in our profits. Our success is not measured by the amount of work to do but by the amount of profit we get from that work.

I like the method of our good Pittsburgh friend which he has called "M. I. F," money in fist. If this method is followed tactfully, courteously, we will reduce not only our bill troubles, but claims for damage, and our customers will never have an opportunity to tell their friends that we held them up.

Let us give our accounts and their collection more thoughtful consideration. Put yourself in your cus-

tomer's place and see how your methods of collection would appeal to you. Your customers have rights and feelings which you are bound to respect or suffer accordingly. The volume of our business does not necessarily indicate our prosperity, for we may by poor methods of collection be losing a larger percentage of our profits than we ought. Then, too, our volume of business may have been increased by senseless competition, which should be always avoided. We take a hauling job at so low a price that we cannot make any profit, just because such and such a warehouse will do it. But that is another story which I will leave for the Van Owners' Association and its efficient officers.

C. W. PIMPER.

Charges of Corruption Made Against New Jersey S. P. C. A.

During the discussion of the campaign that is being waged to secure the replacement of watering troughs at the convention of the American Humane Society at Atlantic City, N. J., on October 8, Thomas F. McCarthy, of New York City, former president of the National Team Owners' Association, charged that the New Jersey Society for the Prevention of Cruelty to Animals is corrupt, according to the Atlantic City "Press."

Mr. McCarthy also attacked the New York City Health Department, declaring that it is "rotten to the core," says the "Press." Taking up the conditions in New Jersey he is reported to have said: "The New Jersey branch of the Humane Association has the most corrupt reputation of any in the country. A man discovered driving a horse bearing the slightest sore is summarily arrested and fined from \$20 to \$25, and after he has paid the fine he is at liberty to do anything he pleases with the animal. Out of 50 arrests made in that section of New Jersey, with which we in New York City come in contact, 48 are avoidable and better results could be obtained by the adoption of other measures. There are 18,000 horses daily passing between New York City and New Jersey, furnishing a great opportunity for the abuses, which are a matter of common knowledge."

Several New Jersey delegates rose to their feet at this juncture and Mrs. Van Hausen, of Plainfield, when recognized by the chair, entered a hot denial of the charges so far as the work in her section of the State is concerned. Dr. William C. Stillman, president of the association, intervened here to say: "I think it would be only fair to the New Jersey representative for Mr. McCarthy to specify and if he refused to do this his remarks should be stricken from the record."

"It would be impossible to specify," Mr. McCarthy is said to have replied, "for we have yet to know the names of the New Jersey societies. We have, however, paid fines ranging from \$3 to \$25. We have cases

where the dock hands on ferry boats plying between the two States mark horses and vehicles." It was learned that Mr. McCarthy had more especially in mind the Jersey City S. P. C. A. and denial was made by several of the delegates that this branch is recognized by either the State or National Associations.

In the discussion of the abolishment of watering troughs owing to glanders epidemics, W. K. Horton, of the New York S. P. C. A. read a paper in which he denied that troughs and fountains were a source of any material danger. Mrs. Mary F. Lovell, of Philadelphia, made a strong plea for the restoration of the fountains and troughs, saying that the belief that they were responsible for the spread of glanders and other diseases among horses was founded upon a misapprehension.

"The public watering troughs and fountains abolished in Philadelphia are to be restored," she said. "I have conferred with members of the Board of Health, and they have agreed with me that the cases of inocculation of animals through the use of the public drinking places are few and far between. What we are to guard against is the defiling of these places by the public."

Traffic Questions Interest Grand Rapids Owners.

It is rare that someone is not pulling off something that is of vital importance to the team owners in a city the size of Grand Rapids. Our city council drafted an ordinance and asked for suggestions. On Wednesday evening, October 21 the Grand Rapids Team Owners' Association, while holding its regular meeting in the offices of the Kelly Transfer Co., went over each paragraph of the new ordinance, and the next evening by putting a notice in the "want" advertising columns of a local paper, the committee room at the city hall, in which the traffic committee was meeting to listen to suggestions on the proposed ordinance, was crowded with team owners.

The team owners of Grand Rapids were present to protest against three things in the ordinance, which were the carrying of lights, the unloading time of 30 minutes and the rights of freight peddlers. It was insisted that on vans and other heavy wagons lights could not be kept because of thefts. It was asked that the time for unloading vans would be extended longer than 30 minutes, and the owners complained that in peddling freight where stops are two blocks apart, it would be a hardship to drive off a street and back again two blocks further on, so the conference asked that freight peddlers be excepted from that provision.

E. M. RADCLIFFE, Secretary.

Lift Vans An Adjunct To Warehouses

F. K. Lovell, of the Bowling Green Van Co., of New York City, at the recent convention of the New York Furniture Warehousemen's Association, at Lake Hopatcong, N. J., read the following paper.

The transfer and forwarding of household goods is a subject of interest to every furniture warehouseman, one to which he must give his closest attention, if he wishes to give satisfactory service. To secure and to hold his customer's patronage, is a vital necessity and he can assist materially in doing this by lessening in every way the opportunities for claims, especially those for loss or damage to goods placed in his are for shipment. In an endeavor to satisfy a custon er, it very often means the expenditure of large amount, in settlement of claims, just or unjust, and even then be customer often is not likely to forget and forgive.

In making shipments to other cities, domestic or foreign, the warehouseman is usually expected to give expert advice as to the methods to be employed, route, etc., and should anything go wrong, any article be lost or damaged, he is expected to adjust the matter. Even though he is successful in making a settlement without loss to himself, the owner of the goods has been disappointed, and is inclined to nurse a feeling of dissatisfaction until by good work this feeling is subsequently removed.

All grounds for claims should be avoided if possible. With intercity removals the safest method that can be employed is by lift van. Through insurance the warehouseman can relieve himself from all responsibility, and and at the same time secure to the owner a guarantee of safe delivery.

For the benefit of those who have never seen a lift van—imagine a van body without the running gear, but considerably larger than the ordinary, measuring about 8 by 8 by 16 feet. It is built very strongly of oak and hickory, reinforced and covered with steel to withstand the strain of hoisting from truck to steamer or freight car, and is equipped with lifting straps which allow of its being transferred by derrick with the least effort and loss of time. It can be as readily placed on truck or car by means of rollers, and windlass or tackle. A large quantity of heavy burlap is supplied with each van for the protection of the furniture during the loading, and the doors doubly protected with locking bar and yale lock. When sealed, it is impossible for a pilferage to occur without discovery. In the 13 years of handling lift vans this company has never known of a single van being broken into. Its size and impregnable appearance has, without doubt, impressed the freight thief and has diverted his attention to easier loot.

As against shipping in cases, crates or packages to foreign or distant places, the lift van offers several ad-

vantages. Less risk of damage, as the size of the van compels careful handling. Less risk of theft or pilferage, owing to the difficulty of getting at the contents. Economy of space—it is possible to load more compactly into these large containers, little or no room being wasted. By measuring a boxed shipment before and after boxing you will appreciate what this means. No braces are necessary, as the goods from time of loading up to time of delivery do not move from their original position, the van always being kept on an even level.

The reduced freight cost arising from the reduced space occupied by the goods and the cutting out of little details, especially in connection with foreign shipments, will more than balance to the customer the seeming additional expense. The knowledge that when the van is locked and sealed at your door your worry is ended, that the goods will be delivered all right, for which your customer will be gratified, and that when she or her friends return, they will first think to come to you—should in a measure balance the less profit derived through loss of boxing. There is a commission coming to you and the goods are going to a satisfied custmer.

Of course, lift vans do not entirely eliminate the packing. China, glassware, books, bric-a-brac and other small articles must still be protected before being loaded, as also pianos, china or curio cabinets and other fragile or valuable pieces. It is advisable to pad and paper the more highly polished furniture as well. It will be seen from this that the warehouseman does not lose all of the packing work.

The charges for preparing a lift van load (about 1¾ ordinary van loads), will average about \$40, and to the warehouseman using a van there is also the loading charge, to which he is entitled if he elects to supply this labor. This is paid by the van owner and is, of course, in the contract for the complete removal.

All contracts for lift vans are made to cover from house to house. In this way the customer knows exactly what he must pay and can be assured there will be no extras, as is sometimes the case when the cost of packing is underestimated, or possibly the weight or the measurement of a lot of goods is underestimated. Even the tips to the men are paid by the van owner, where the customer is averse to complying with this generally accepted custom, especially abroad.

Where removals are to foreign countries, the ware-houseman, as well as the owner of the goods, is relieved of the bother caused by compliance with customs regulations, the paying of fees which are especially numerous at various points in Europe, and the arranging at destination. Such examination is allowed in nearly all coun-

tries on lift van shipments, thus eliminating the necessity of unpacking and repacking at Custom House, which rehandling is often the cause of much damage. Government employes are not ordinarily the best furniture handlers.

Warehousemen are sometimes called upon to effect removals, on very short notice. By the use of lift vans, when available, such an order should cause but slight concern, night or holiday work is avoided, and there is no occasion to refuse an order. Not long ago an order was placed to pack and ship to Europe the contents of a large house. Three days were allowed to get the vans, five of them, aboard the steamer. This was accomplished without difficulty, thereby satisfying the customer exceedingly.

The largest transatlantic removal of which there is any record was successfully accomplished by lift vans; seventeen vans were received in New York from England, and the furniture was placed without the damage of a single piece.

For valuable consignment, a lift van can be used with great success and the highest degree of safety, and by covering with all risk insurance, safe delivery can be given. Recently an order was given for the shipping of a dozen or so small cases of precious stones from a museum in Boston to Germany, the stipulation being that a van be used, although there was not a floor load, just to secure this safety and the benefit derived through the all-risk insurance. The major part of the antique furniture for sale, shipped between New York and London and Paris, is now handled by lift vans.

The use of these vans tends to increase the number of intercity removals. Anyone who has removed once by lift vans does not hesitate when he desires to move again. The same cannot be said with a carload or L. C. L. shipment. An instance of this trust placed in lift van service can be gained from the fact that two ladies have just completed their third removal across the water, employing three vans. They experienced very little more trouble than had they simply changed residences in New York City. Had they been required each time to pack their furniture in cases, with the resultant increase in expense and trouble, and the much greater risk of damage which could not be covered by insurance, it is very doubtful that they would have attempted to move them at all.

Nearly all shipments of household effects are now covered by some form of insurance, but no policy is as broad as that which is written on lift vans. This policy covers the goods from house to house, against all risk from any cause whatsoever, including theft and breakage. To and from points east of Chicago, the rate is 20 cents per \$100, as against 70 cents quoted by other companies on carload lots, which show the faith the underwriters have in this service.

The warehouseman who uses a van in preference to

packing, although in some instances he curtails his profit, in conserving the interests of his customer. He is sure to receive the customer's thanks and his future orders, if there are any, and a recommendation to friends requiring the service. The van owners are quite independent of any other warehouses and always desire to carry out the work in the name of the company giving the order, and to be absolutely impartial in the matter of quoting rates. The rate which they quote direct to the owner is the same that they expect the warehousemen to quote. Commissions are paid even though business is secured simply through the recommendation of a warehouseman, if a report of such recommendation is promptly made.

In Furope the lift van method is employed almost exclusively. In Great Britain there are some 400 concerns in one association, and on the continent, another association with over 1,700 members. Nearly every member is a lift van owner and handles the vans that come to him under a regular schedule of prices, depending on the size of the van and whether it is to be loaded or unloaded. They advertise their needs for vans and the vans they may be holding for return to the owner, through a weekly bulletin sent out to every member. Their vans vary in size from about 10 feet to 30 feet in length. The largest van used, however, for transatlantic work is what is known as a five-metre van—one about 16 feet long.

The industry is, of course, still in its infancy here, but it is growing all the time and will continue to increase even more rapidly as the public becomes more and more acquainted with its advantages. The middle West has used many more vans this last year than any year heretofore, and with an equipment that is second to none in the world, your shipments can be well taken care of by your lift van member.

F. K. Lovell.

Roof Signs Now Under Ordinance.

Owners or occupants of buildings in New York City having signs upon the roof are in grave danger of incurring a considerable penalty unless they comply at once with the terms of a new ordinance regulating signs which became effective on May 29.

This ordinance prescribes in minute detail specifications under which signs may hereafter be erected, but it likewise affects existing signs by requiring that they must be registered with the Bureau of Buildings in the respective boroughs, and a permit for their maintenance obtained. There is no charge for this permit in the case of existing signs, but the sign must conform to the law existing at the time when it was erected. The ordinance says as to roof signs:

"No such structure shall be maintained in the City of New York contrary to the provisions of this ordinance under a penalty of \$10 for each day, or part of a day, the same shall be so maintained."

Buffalo's Third Annual Workhorse Parade

Buffalo's Third Annual Work-Horse Parade took place on October 7, under the auspices of the Erie County Society for the Prevention of Cruelty to Animals. The parade, which was the largest and most successful ever held in the Queen City, took an hour to pass the reviewing stand. Crowds lined the streets at every point of vantage along the line of march, to cheer the faithful horses, who know few such days as that was. There were nearly 400 horses in line.

Chief Marshall George P. Urban arrived on the scene early and from then on he was busy arranging the details of the judging and lining up of the parade. The classes were divided up and stood on Richmond avenue, North street and streets running into them. The judging was over shortly after 3 o'clock and then the parade started.

A large squad of mounted police marched at the head of the parade followed by the band in a large dray drawn by six large dappled grays. Then the long parade which extended nearly 1½ miles, trailed on behind. Many of the city departments were exhibited. Most of the wagons had been painted anew and all the harnesses had been burnished.

One hundred blue ribbons and harness medals, 50 red ribbons, 50 yellow ribbons, 50 white ribbons, 50 highly commended ribbons and 150 drivers' badges had been distributed. These only added to the gayety of the horses' appearance. Few had been slighted.

The line of march was from the Circle over North street, down Delaware avenue, over Tupper street, down Main street, around the Terrace, up Delaware avenue and around the McKinley monument, passing the reviewing stand. The judges and other officials were seated in a large auto truck at Niagara square.

The old horse exhibit gained the most attention. There were more than 30 entries. Keller Brothers had their first horse, 34 years old. Tom belonging to L. W. Race boasts of 30 years; for 19 of those he has served the same master.

Dennis Kincade, one of the drivers in the United States postal service, was the oldest driver. Dennis has been a driver for 54 years. For four years before he handled a hand wagon belonging to the mail service at the foot of Main street.

The committee in charge was DeWitt Clinton, Mrs. Charles Cary, Clinton B. Gibbs, Edwin S. Miller, Mrs. Dewitt Clinton and Mrs. Nelson Taylor.

The marshals were George P. Urban, chief marshal; Henry Adsit, John S. Beckwith, William J. Donovan, Davis Dunbar, Everett W. Jameson, Charles Pearson, Jr., George B. Walbridge, Lewis G. Bassett, Richard F. Cloak, Huntington Downer, Fritz Fernow, Charles Miller, Charles A. Tracy, Amos S. Weaver.

Some of the winners of special prizes were:

Veteran drivers' class—Jacob Stutzmann, of the George Urban Milling Co., service 44 years, gold medal; Henry Steiger, of the American Express Co., service 36 years, silver medal; Henry Renig, of the Kittinger Furniture Co., service 34 years, bronze medal; William Massman, of Collins bakery, service 32 years, cash prize; D. Kincaide, of the United States mail service, service 54 years, cash prize. Prize donated by A. Friend.

Old horse class—Silver cup donated by Mrs. Dewitt Clinton, won by Dick, 34 years old, owned by Hurd Brothers, driven by John Houser; Bill, 16 years old, owned by the Webster-Citizens Co., driven by Lafe Hovey, gold medal; Tom, 16 years old, owned by the George Urban Milling Co., and driven by Jacob Stutzmann, silver medal; Charlie, 19 years old, owned by the Iroquois Natural Gas Co., driven by Andy Godfrey, bronze medal; Tommy, 16 years old, owned by the Central Star Laundry Co., driven by W. J. Winters, cash prize; Barney, 23 years old, owned by the Jacob Dold Packing Co., driven by Edward Huber, cash prize. Medals donated by Mrs. Frank Lathrop.

Mule class—Ike and Mike, owned by Siegrist & Fraley, driven by C. Ochms, silver medal; Billie and Fred, owned by M. H. Heltz, driven by William Miller, bronze medal. Medals donated by Edwin S. Miller.

The following won blue ribbons in the various classes, all horses above a certain average receiving first prizes; names of owner, driver and horse appear in the order named:

Class No. 3, Old Horse Class.—George Urban Milling Co., Jacob Stutzman, Tom; Jacob Dold Packing Co., Edward Huber, Barney; Siegrist & Fraley, Albert Rapp, Kate; Ralph G. Butler, George A. Harry, Jim; Central Star Laundry Co., W. J. Winers, Tony; Iroquois Natural Gas Co., Andy Godfrey, Charlie; Queen City Dairy, Lynn Tretcher, Jim; Queen City Dairy, William V. Keough, Dewey; L. W. Race, Louis J. Heitz, Tom; Gerard Klueck, Joseph J. Scheirer, George.

Webster-Citizens' Co., Lafe Hovey, Bill; Webster-Citizens' Co., William Morris, Patsey; Hurd Brothers, John Houser, Dick.

Class No. 8, Truck and Storage.—Singles—George F. Smith, George F. Smith, Bill; R. G. Martin, C. Block, Black Bass; Thomas J. Love estate, Clement Evans, Billy.

Doubles—Niagara Carting Co., Michael Miller, Babe and Bess; Thomas J. Love estate, Gus Betz, Jerry and Hig; Keystone Transfer Co., E. Fath, Kaiser and



Urban Milling Co.'s prize winning team in Buffalo parade by courtesy "The Horse World."

Prince; J. F. Kulp Sons Co., J. Lick, Roxey and May; O. J. Glenn & Son, Nelson Spencer, Fritz and Tom.

Three-horse hitch.—Frank C. Smith Trucking Co., Frank Smith, Bess, Jess and Steve; Keystone Transfer Co., E. Stoddard, Chubby, Silver Heels and Jim; J. F. Kulp & Sons Co., J. Wiscamp, Geofge, Harry and Dan.

Dayton's Hork-Horse Parade.

Old Jupe Pluvius did his dangdest to knock the ardor and spirit from the committee and exhibitors of Dayton's First Work-Horse Parade, held on October 14, and though he succeeded in sending a torrent of rain during the entire day, everyone admitted that he performed a poor job. Over 400 owners and 700 horses and mules marched resolutely through the downpour while thousands of horse-lovers stood on the curbs and applauded "Old Dobbin's" first appearance as a matinee idol. The parade was assembled at the Montgomery county fair grounds, and moved over the principal streets of the city. Three hours were consumed by the paraders in passing a given point.

The horses were classed according to the kind of work they were required to perform, giving each exhibitor equal opportunities with his competitor. There were twenty-four classes, and contests for three and fourhorse hitches.

The Montgomery County Humane Society, acting with Mrs. Thomas Gaddis, of this city, were main factors in the success of the event. With them acted W. A. Phelps, of the Dayton Builders' Exchange, Mrs. B. H. Noyes, Mrs. S. S. King, Charles Rayburn, of the Humane society, B. P. Blair, of Franklin, O., V. E. Sapp, Thomas Barnhart, Frank Hatfield, Frank Dickes, George McCullough, B. H. Dill, Roy Taylor, A. J. Eichelberger, Pearl Sellars, James Andrews, Ned Robertson, William White, Samuel Hartman, Louis Baker and John A. McMillen.

The sum of \$400 was distributed to the prize winners, only the hostlers and drivers sharing in the cash distribution.

Following are the blue ribbon awards:

General Transfer—Tom Bulger, owner; E. C. Leatherman, driver (single). Thresher Varnish Co., owner; Chris Bowser, driver (double).

Trucking—R. D. Stone, owner; Harry Hartman, driver (single).

Moving Vans—Charles McAdoo, owner; H. O. Paff, driver (double).

Mules—J. L. Sellars, owner; James Lawrence, driver (double).

Old Horses—Dayton Ice & Cold Storage Co., owners; C. B. Green, driver (single).

Four-Horse Hitch.—R. D. Stone, owner; George McLaugh, driver.

Three-Horse Hitch—R. D. Stone, owner, Fred Drake, driver.

Philadelphia Paper Takes Up Water Trough Question.

The following editorial appeared in the Philadelphia "Bulletin" on October 8. It is worthy of consideration by all team owners in cities where watering troughs have been closed or whire there is agitation in regard to closing them:

"With the closing of the public watering stations which have been maintained all summer by the Women's Pennsylvania Society for the Prevention of Cruelty to Animals, teamsters of the city are much perturbed as to how they shall get water for their horses in the streets during the fall, winter and spring months.

"Since the Bureau of Health ordered all the old-fashioned sidewalk troughs and drinking fountains closed in the effort to stamp out an epidemic of glanders during the late spring, and required every driver thereafter to carry individual buckets out of which their animals should drink, the Society has been operating more than forty stations at its own expense to minister to the comforts of the work horses, but the funds available for this benevolence are now exhausted and it must be discontinued.

"Here the city should step in to carry on the good work, or devise some practical substitute. In fact, it ought to have been done when the order abolishing the open basins was issued, or as soon as possible afterward. While the need of watering places in the open may not be so much felt in the cold weather as in the heated period, it is serious enough to require the attention of the city authorities, who ought to see that there shall be no suffering among the horses because of this earlier oversight.

"The automatic horse 'bubblers,' which have been used, it is said, with much success in Charleston and other cities of the South, could be installed with comparatively little expense, at points where the hauling is heaviest, or at some other method that would overcome the difficulty of freezing could be devised. It is a reflection on the city's generosity or its humane instincts that it should force the teamsters to depend upon the thoughtful charity of a group of kindly women.



Other horses in the Buffalo parade—by courtesy "The Horse World."

Letters From Readers

Does Not Altogether Agree With "Interested"

Editor, THE TEAM OWNERS' REVIEW:—I have read with a great deal of interest the letter from "Interested" in the October issue. Without doubt he is very much interested in the success of the National Team Owners' Association, and he points out plainly what benefits should be derived by every man and every corporation in the teaming business.

The National Team Owners' Association has done good work since its organization, with the capital that it has had to do it with. Its success will depend upon the work the members of the association are willing to do to assist the officers in carrying out the recommendations made at the annual conventions. Without a hearty co-operation and finacial assistance, the officers can do little.

The recommendations in the paper read by T. F. McCarthy, of New York City, at the last convention in Pittsburgh was the best paper read at any of the conventions I have had the pleasure of attending. The suggestions made in that can only be carried out by the co-operation and assistance of the local associations, financially as well as morally.

It is true that much time has been spent by the present officers to obtain a uniform delivery of freight in the various cities throughout the United States by the transportation companies. This tailboard fight has been made in the interests of all concerned and should have the cooperation of every member of the National Association. I recall the report of President Fay, Secretary Gabrylewitz and other officers of the National at the convention in Pittsburgh. These showed that they had all worked together to gain what is due, not only to the individual team owner, but to his patrons as well.

Where the transportation companies compel their patrons to do the work which properly belongs to the carriers themselves, and the patrons of the carriers have to do this at their own expense, a burden is thus put on the shoulders of the teaming interests that does not belong on them.

The expense is much less where the great transportation companies deliver and receive freight at the tailboard of the trucks. The transportation companies have men trained in the handling of merchandise; they are compelled to keep men to unload and load freight. There is seldom a time when the various foremen cannot spare a man or two from each gang to deliver freight to teams. At times whole gangs are idle. These men can be used at a profit to the railroad and boat lines by loading trucks and relieving the cars and freight houses of accumulating freight, thus gaining space that would

otherwise be blocked, while the team owners stand outside waiting to pick out and overhaul the various freight houses, sorting out their goods and trucking them to the tailboard of their wagons.

Where matters of this kind are taken up with the local freight agents and their attention is called to delays of this kind, if they are interested in the rapid movement of freight by the prompt receipt and delivery at their various freight houses, they will co-operate and assist the team owner who cannot afford at the present rates for carting to furnish men to do the work which properly belongs to the transportation companies.

I can truthfully speak for the team owner in Buffalo, be he large or small. The facilities furnished by the freight agents in Buffalo are of the best. The roadways are kept in the very best condition and plenty of help is furnished. When it is necessary to make a complaint, go to the local freight agent and he will find a remedy to rectify the drawback which caused the complaint to be made. All he asks in return is the co-operation of the team owners in promptly handling freight, thus relieving cars and freight houses of the burdens which prevent the agent from giving good service.

R. G. MARTIN, Buffalo, N. Y.

H. C. Moore Thinks "Interested" Is Wrong.

Editor, THE TEAM OWNERS' REVIEW:—In answer to our friend from Texas, would say there are some things which he writes and which he believes are true, that are not so and that before he puts facts on paper he should ascertain whether he fully understands and has personal knowledge that his statements are correct.

I am satisfied that our friend from Texas has the best interests of the National at heart himself, but I would ask the question, is he taking the proper way of showing that? He may say yes, and believe it, but if he stops to consider that if he had a friend who was not acting as he thought he should do and he was worried about this friend's actions and what bearing the friend's actions would have on the friend's future welfare, would he get out on the housetop or hire a hall or write to a review proclaiming his friend's mode of living or his actions which did not seem proper, would he put all these accusations where the man's friends and enemies alike could read of them so that the man's friends would waver in their support of him and his enemies could gloat over his troubles?

No, I am sure he would not, he would go quietly to the friend, he would ascertain if the rumors he had heard were true. If they were all true he would have a heart-to-heart talk with his friend, he would show him how he could mend his ways and his fences that had fallen, he would offer suggestions that he thought would help, he would think who is the next best friend to this man and he would visit him quietly and have him exert his influence and help to lead this mutual friend out of his trouble and start him anew on his way rejoicing. I know this is what he would like to do, but it is not what he has done to his friend and my friend the National Team Owners' Association. He possibly has been carried away by his enthusiasm and love for the National Team Owners' Association, but he has got on the wrong track and is headed for disaster.

In the first place he is mistaken when he makes the assertion that our secretary receives nothing for his labors; this is not so, he is a salaried officer. In the second place he says Mr. Gabrylewitz is the only one who is doing or has done anything for the National Team Owners' Association.

This is both unkind and unfair and not a fact, for we all well know that our worthy president, Mr. Fay, has given his time and attention to all of the work Mr. Gabrylewitz has been doing; our president has traveled all over the country with our secretary, visited depots and freight stations and as I said before, given time and attention to everything that has been going on and is still doing this work, and it is unkind and unfair for any one to say the secretary is the only one doing anything for the National Team Owners' Association.

Now our friend makes mention of losing old friends or locals, making mention of the Chicago Commission Team Owners being lost. I would like to inform him that losing that association is no fault of the management of the National, as the Chicago Commission Team Owners have gone out of existence or practically so, and that the Chicago Cartage Club has taken their place and are members of the National and is a much healthier and better club and under better management than the Chicago Commission Team Owners were.

In reference to the Mercer County Team Owners' Association, I am sorry to say they are not in the same line of business as the general members of the National. They are composed of contractors, road builders, cellar diggers, etc., where they use what we call dump or contractors' wagons and do not come in contact with any of the kind of hauling done by 99 per cent of the members of the National Team Owners' Association, for they practically do no depot or freight hauling, and did not resign from the National on account of any mismanagement of the National, but because they and the National as they thought had no business interest in common.

I, as well as many other Philadelphia team owners met these gentlemen of the Mercer County Team

Owners' Association at one of their meetings in Trenton, where they had a great attendance and found them a lot of good sound business men, a lot of gentlemen who treated us with every courtesy. They have the greatest regard for the National and its members, and as I said before they were in a different line of business, but were ready and anxious at all times to receive and take care of anyone who is a member of, or a committee from the National, and take it from me, they will do it if they know you are coming to Trenton.

Now, I think, if our friend from Texas was not satisfied with the manner in which the affairs of the National were being managed, why in all fairness to himself and to the officers and members of the National did he not get in touch with our worthy president and become fully conversant with the situation before he put himself in print and cast reflections on every officer and director from the president down. I am sure if he had done this the president could have told him of trips he had made alone to other cities to organize associations, of how officers of the different associations had been working and of the many letters the president and other directors had written and caused to be written all over the country. I repeat it is very unkind and unfair to every officer and every director of the National for any member, no matter how good his intentions to put into print such assertions until he is sure what he is talking about. I hope our friend from Texas will refrain in the future as this kind of literature is hurtful, not helpful, I feel that he did not look at it that way when he wrote it.

Furthermore, when a man thinks he is doing the right thing he should never be ashamed of it, and should sign his name to the same. Most men have no regard for the man or the letters he may write unless he is big enough to sign his name to them.

If he is doing a good thing he need not be afraid to let us know who he is.

HUGH C. MOORE, Philadelphia.

D. A. Morr Has Some Suggestions.

Editor, THE TEAM OWNERS' REVIEW:—The writer has noted with especial interest, the article in the October issue of THE TEAM OWNERS' REVIEW, entitled "Is the National Association Losing Ground?" and signed "Interested," Houston, Texas.

This is a very interesting article, and in the opinion of the writer it covers the situation, with the possible exception of his reference to Mr. Gabrylewitz being the only official that is doing any work in the interest of the association. There are other officials and individuals who have rendered valuable assistance to this association, the writer excepted, but for myself wish to say that I have endeavored to do all that has been asked of me.

It is the opinion of the writer that the National Association has made a mistake in going into this tailboard delivery fight without first ascertaining the approximate cost and whether or not we have sufficient funds in the treasury of the National Association to defray this expense. Instead of that, we found at the last convention that the treasury was depleted and there was a considerable amount in unpaid bills which necessitated contributions from members to meet obligations which had already been incurred.

This no doubt was discouraging to many, although the response from many in attendance at this convention was very liberal indeed, but it is the opinion of the writer that some energetic efforts must be made and made quickly in order to avoid the impending disaster which is facing the National Association. The writer wishes to refer to "Interested's" reference to having board meetings by correspondence. This could and should be done and by doing so it would place the responsibility upon all the officials of the association.

It is also the opinion of the writer that the only solution of this problem is the placing of a capable man in the field to devote his entire time to the soliciting of new membership and the general affairs of the association. Whether or not it would be possible to secure further contribution from the membership in order to establish a fund for this purpose is a question in view of the fact that most of the associations have already contributed additional amounts for this tailboard delivery fight, and the end as the writer understands it, is not yet in sight.

The writer wishes to refer to the articles on the first page of the October issue in reference to the convention of the Electric Vehicle Association of America which was to be held in Philadelphia October 19, 20 and 21. It occurs to the writer that this association should be interested more or less in the welfare of the teaming industry throughout the country and I believe, as this article states, that if this matter had been properly brought to the attention of this convention which the writer hopes it was, no doubt some assistance will be obtained from this source.

The writer also wishes to suggest that the proper officials of the National Association communicate by letter with the officials of the American Warehousemen's Association as there no doubt are many of the teaming companies that are engaged in the warehousing business and are members of the American Warehousemen's Association and some support might possibly be obtained from that association.

The American Warehousemen's Association will hold its Annual Convention at Kansas City, December 2, 3 and 4 and if it would be deemed advisable ot take this matter up with this association, some action should be taken at once so as to get same before the coming convention. The article being of such importance, hope

that there will be communications from some of the old "Stand-Bys" and through the discussion of this situation hope that some solution may come therefrom.

D. A. Morr, Kansas City, Mo.

Thinks "Interested" Should Sign His Name.

Editor, THE TEAM OWNERS' REVIEW:—In your October issue, on page 23, I note certain comments on National affairs. Evidently the writer, who signs himself "Interested" is not long familiar with the workings of our National Association. All letters printed should have the writer's real name at the bottom.

Charles Farrell, Philadelphia.

President Fay Replies to "Interested."

Editor, THE TEAM OWNERS' REVIEW:—I would like to suggest that the gentleman who signed himself "Interested" to the article entitled "Is the National Association Losing Ground" in the October issue should sign his own name to communications of this nature. The National Association is not making the mistake of its existence, nor is it in a precarious condition.

Delegates to the Minneapolis convention in 1913 submitted the resolution for tailboard delivery, and it was adopted. The president and secretary were authorized to bring the case before the Interstate Commerce Commission. Mr. Gabrylewitz was elected secretary of the National at that convention, and the Philadelphia Team Owners' Protective Association was the author of the resolution. Mr. Gabrylewitz was at that time secretary of the Philadelphia association. He had spent some time before the Pennsylvania State Railroad Commissioners, for the Philadelphia body and was therefore somewhat familiar with the case and as secretary of the National he was in a position to take hold of the case. He was put in charge of the case and such assistance given him by the other officers of the National as required whenever they were called upon.

Secretary Gabrylewitz is deserving of great credit for the successful manner in which he has conducted the case and should be liberally compensated for his services. As for Secretary Gabrylewitz doing all this work and not receiving a cent of salary, it is not so. Although the salary is not so large that there is any great danger of losing Mr. Gabrylewitz when he retires from activity upon the expiration of his term, still he receives a salary for his services.

I am glad that someone realizes how faithfully Secretary Gabrylewitz has worked and appreciates his services. While I am aware that there are a great many important questions that should have the attention of the National's officers, I know that these are not neglected through lack of interest or neglect of duty, but through lack of funds, to promote the interests of the National Team Owners' Association.

"Interested" writes that the National should have money and it should be raised. I wish he would give us the pointers on how to raise it. The National officers would be only too glad to benefit by his advice. The National officers have tried a great many schemes to raise money to carry on the work of the National. Some have been successful while others have failed. I do not believe in donations as these fall upon a certain few; advertising schemes become a bore to the public. The only just and equitable way is by the per capita tax. Our per capita tax should be doubled. Then we would have money to increase the membership of the National Association. The National cannot be made a glowing success until it is properly financed.

The idea of an organizer has been agitated for the past few years at each convention, but there has never been any provision made to pay an organizer what was tempting enough for a person to enter into the work.

"Interested" in my opinion is young in National Association affairs and has a whole lot to learn about them He may be a successful business manager, but when it comes to conducting the National Team Owners' affairs, it is a different proposition.

If the gentleman wishes to compare the management of the National Team Owners' Association with the government of a European power now at war, he will agree with me that there is a vast difference between the two. Under a national government, the government sets a tax and the people are forced to pay it. In this association if a tax is set, no matter what it is, there are members who think it is too high and hesitate or even sometimes refuse, to pay it.

There is no danger of a sudden catastrophe to the National Team Owners' Association. It is not losing ground and 10 years hence it will be a most prosperous National Association.

W. H. FAY, President, Cleveland, O.

The consensus of opinion seems to be that "Interested" whose letter was published in this department of the October issue of THE TEAM OWNERS' RE-VIEW, was not altogether correct. As fas as his opinion that no one in the National Team Owners' Association was doing anything for the entire body except Secretary Gabrylewitz is concerned, it was easy for anyone to see at the start that he was far from right. In regard to his suggestions for the National, it is difficult to see how such ideal conditions can be brought about All the officers and directors of the National and many of its members realize that the National would be better off in every way if some of these things could be brought about, but the unqualified support of every city in the country is needed before much more than the tailboard fight can be accomplished at one time. The National Association deserves this support and some day it will have it. Then many things of benefit to the team owners of the country can and will be done.

If proof is required by "Interested" to show him that some of the others beside Secretary Gabrylewitz and President Fay as well as Treasurer McDevitt are lending their support to the National Association, he needs but to look at the list of contributions to the National paid in since the Pittsburgh Convention, published on another page of this issue.

As regards the publication of anonymous letters in this department, of THE TEAM OWNERS' RE-VIEW, anonymous letters have not and will not be accepted. No anonymous letter has been or will be published. The subscriber has the right, in writing to THE TEAM OWNERS' REVIEW for publication to have his name withheld from publication, and another name substituted in the paper, but his real name and postoffice address must be on the original letter.

Peculiar Question of Liability for Damage.

Editor, THE TEAM OWNERS' REVIEW:—I have just heard that the Fidelity Storage & Transfer Co., of St. Paul, Minn., is having a peculiar suit over an accident that occurred last winter as follows: The Fidelity people moved a party on sleighs and when half way across some tracks one runner got caught, and knowing that a train was due in a few minutes, the helper ran down the track, and although he flagged the train, the engineer thought he was "kidding" him and came right along, smashing most of the entire lot and wrecking the rig completely.

President Stetson refused to settle as he claimed their liability was limited to ordinary care and diligence, but the suit is on the calendar for next February, and Mr. Stetson, we understand, would appreciate anyone's experience along these lines, although he is familiar with Brother' Keenan's famous suit.

We had one experience on this order sometime ago, to wit: While hitched to an open rig to finish a moving job, we passed a school, where one of a number of boys who were snowballing said: "Let's see how close we can come to that glass without hitting it." But one youngster put a hard snowball right through the glass, and when we refused to settle, claiming it was through no fault of ours, our patron's lawyer and our own said that we were responsible from the time we attached tackles or started to do any job. (Edwards on Bailments, No. 654, Supreme Court Decisions).

Another time, when a thunder shower was coming up, the outside door of the house we were working at, blew shut and broke the frosted glass. We were asked to pay \$2.42 for the glass, which we refused to do, and we retained a part of the goods as security for the services rendered, as per our carrier's lien on them. The man replevined the goods and we settled rather than take chances on what a jury would do, as we understood later that we were liable "because we had been carrying

goods out of the house." But we have always thought that if we wanted to stand the expense of a test case we would have won out, but so little was evolved, we settled. E. M. RADCLIFFE, RADCLIFFE & Co., Grand Rapids, Mich.

Horse Shoeing Versus Efficiency.

Editor THE TEAM OWNERS' REVIEW:--The Team Owners' Association of Boston, has published an Official Year Book for 1914, which, in style and makeup must appeal to the most critical from an artistic standpoint. And the subjects on the Care of Horses, by the Massachusetts Society for Prevention of Cruelty to Animals, and such subjects as Economy in Truck Stables; To Owners of Work Horses; The Feeding and Care of Your Horse; Good and Bad Points; Hot Weather Rules; Stable Rules; Drivers Rules; Stable Inspection; Boston Work Horse Relief Association, and Disease of the Horse and His Treatment; all of which is an education in itself. But the most remarkable thing that strikes the writer's mind is that not one of the above named articles contains a line or a word on the proper shoeing of the horse, nor the care of his feet in the stable. Where should there be a greater violation of the law than to send a horse out on our streets improperly shod. What does it matter if hygenic conditions are not upheld in the stable, and the horse's body is not cleaned and brushed, his harness may be a little worse for wear, and his general condition may not be fit for a parade, but if he has the security of foothold that is required to travel over our modern streets nine-tenths of all the difficulties and heart-breaks of the unfortunate drivers, who, as a general rule, love the horses they drive, are overcome and contentment reigns supreme between them.

Why there is not legislation passed to compel the dilatory horse-owner to have his horses shod to meet modern street conditions is more than the average man can conceive, with the explanation that possibly the craze that has been instilled in our minds for automobiles and auto trucks has carried us clear away from our natural balance.

It, however, has always been thus—even in our grandfather's time. The last thing the average horse-owner would notice in his horse is his feet, and how they were shod. The same fact is plainly before us to-day. As an illustration—let us take an automobile and put a set of steel tires on its wheels, even though the engine had the same power, that it has at the present time, and that under such conditions the injury to it would not be great enough to put it out of work, what efficiency would it have over our streets and roads, if worked with these steel tires? Let us again take our motor trucks which come nearer to the subject—use the same conditions as explained above, and where does your motor truck come in for efficiency?

Now-let us take the horse-his motor power is his natural body, which has to be sustained and cared for,

as all the articles referred to in this subject plainly show, but if his feet, which are the wheels of the motor truck, are shod as illustrated above, what efficiency can be expected from his use? Again-have you ever been to a county fair and horse show, where the strength and pulling power of the horse are one of the main features of the whole show? If you have, there is where you could appreciate the power behind the collar. The ground being soft the horse has a firm foothold when exerted to his best offorts, and the load, be it ever so great, is pulled with ease across the line. Put half of the same load on our modern streets, and look at the same horse trying to start it, when he is shod with plain iron shoes, such as are used on our farms, and you have inefficiency of the horse personified. If he does start it, forty chances to one it will be after getting down on his knees once or twice, trying to catch a grip, to the irritation of the driver, and a lot of other incidentals which are not necessary for me to touch upon.

No, you may write volumes on stable care, street rules, hot and cold weather, harness and every other item connected with the care of the horse, and if you neglect giving him the correct foothold, which is absolutely essential, on our modern streets, you lose half the good money you paid for him, and you will cut the profits of his work to you in half.

You hear discussions on the different forms of how horses should be shod, some claim a heavy shoe, more claim a light shoe, some solid toe-calks and heels, dull in summer, sharp in winter, others a bar shoe, toe-calk, side-calks, leather sole and hoof packing, which by the way I might remark, "from a security of foothold," this latter is the most cruel kind of shoeing known at the present time, as it actually puts a horse on a pair of skates with no possibility of a grip whatever, although the hoof is well cared for. Then the adjustable toe-calks which are used in several parts of our country in winter—called "stilts" by the "modern horseshoer," and when the stilts get dull, which occurs after a few hours' wear, the original grip which the horse may have is gone.

Coming down to real modern shoeing-there are just two systems which the man who owns either a large or small number of horses and whose income depends on their efficiency, should very carefully study. One system, which has been in operation for the past 10 or 15 years, (and which by the way is very much abused), is shoeing with rubber leather back pads of a first-class quality, and the best make known. The other and more up-to-date shoeing is with rubber horse shoes, that is to say, the steel frame and rubber vulcanized together, and finished ready for use. It is hard in a way to generalize on either one of these two forms of modern shoeing, because there are technical conditions which may require one style in preference to the other. The observant horse-owner, however, can very soon decide which one is more beneficial to his horses, but he must not confound either system with the abuses that are practiced by some horseshoers in trying to palm off, like

the cheap druggist "Just as good" shoes which "do not cost you as much as the standard article."

You are the owner and have the privilege, and should use it, to dictate to your horseshoer, what should, or should not, be put on your horses' feet. Don't leave it to his judgment when he tells you that a canvas-back cheap pad will give you as much satisfaction as a firstclass rubber pad with leather back. Don't let him persuade you that a "would-be" rubber shoe will give you as much security of foothold as a genuine up-to-date modern rubber shoe; if you will only devote a little of your time and start your horseshoer on a standard shocing basis, after you have tested the different modern styles of shoeing explained herein, then that part of your troubles are transferred to the man who does your work, and if he does not strictly live up to what you told him, there are others who will do your work in the manner in which you want it. Modern horseshoeing is "efficiency," and if the horse will get a chance under these conditions to show his efficiency, you may be sure that the many arguments that have been brought up between him and the motor truck will be more in his favor than ever.

I sincerely hope that when the eminent men who compiled the reading matter of the Official Year Book referred to, will be asked again for contributions on such important matters, they will devote the major part of such contributions to the "Care of the Horse's Feet"—as they are fully equipped by a life-time experience to treat a subject of this kind far better than the crude manner in which it is brought before your readers—in this article.

Bohemian.

Many Interesting Things in October Issue.

Editor THE TEAM OWNERS' REVIEW:—In looking over the October issue, I find many things of interest to the teaming business, and I would like to call your attention to the following:

I note that the association in Cincinnati is taking up the question of the high cost of grain, and I would like to call the attention of the teaming business to the fact that I introduced a very lengthy paper before the 1912 convention, and asked the National Association to circularize all the members requesting them to get in touch with their congressmen, and force the passage of this bill. If this work had been started, we would be in position at this time to know where our representatives stood in this matter and their votes on the question, and at the election that took place, we could use our judgment for those who interested themselves in our behalf.

I would like also to recommend to the teaming industry and all associations of a business nature to take up the address of Charles Morris before the New York Furniture Warehousemen's Association. If necessary have extracts printed and distributed among the team owners. Mr. Morris is to be congratulated upon his stand in this and should receive the hearty indorsement of all business men.

We are now going through a period where the germ theory is impressed upon our minds so forcibly that the veterinary profession has taken the matter up through the public drinking troughs for horses. I would ask through your columns if the profession has any statistics supporting the claim for the closing of the watering troughs? Can any agricultural department throughout the country produce statistics proving beyond a question of doubt, that horses are infected with the germ of glanders (so called) through running water? We have the say so of veterinaries, that where the water has been, shut off, glanders has decreased, but this is only their say-so. They have nothing to prove it. I cannot understand why owners of horses who have had years of experience, many of whom better equipped mentally to handle their animals than veterinaries whom they might employ from time to time, take this say so. I would call attention also to the fact that there isn't any veterinary college, or doctor or professor in such a college, who will go on record that horses will be infected with glanders through water; furthermore, they agree that they have not arrived at the proper diagnosis of the condition of the animal's organs, wherein the throwing off of the germ of glanders to be infected by another animal. If the point is raised that glanders can be taken into the system through drinking water, what is to be done with horses that are harnessed two and three abreast? Surely if a horse can be inocculated with the germ from water, the poor animal that is sandwiched in between two other horses is destined to become infected more readily than a horse traveling alone. I would ask through your columns that we receive some authentic and reliable information from those of the veterinary profession who may read this article.

THOMAS F. McCARTHY, New York City.

New Booklet on Warehouses.

Editor, THE TEAM OWNERS' REVIEW:-The October number of THE TEAM OWNERS' REVIEW was received by me and read with much interest. I was particularly interested to find the report of George Saunders, chairman of the committee on the Erection of Stables and Warehouses of the American Transfermen's Association, entitled, "Hints on the Erection of Warehouses." The title of the article naturally attracted my attention and as soon as I started to read same the wording became so familiar that I immediately sat up and took notice, recognizing same to be the contents of our little booklet to the public last April. I am enclosing a copy of this booklet to you and would ask you to compare the contents with your copy, for I am quite anxious to know whether the joke is on Mr. Saunders or on myself.

We were very glad indeed to find that Mr. Saunders considered these points of sufficient interest and believes them the most important features in the erection of modern fireproof warehouses to offer them to the association as the results of a report of his commit-

tee, and he is right, for we have incorporated them in the design of approximately fifty warehouses during the past year. We believe, however, that a little credit should have been given us for collecting these important facts.

We are now editing a new book on merchandise and furniture warehouses which gives a brief description of the warehouse of the past, a detailed description of the warehouse of the present, with its cost and earning capacity and a rather vivid description of the warehouse of the future. This is a new warehouse we expect to put on the market next year and it reduces labor costs in handling furniture for storage and the clerks' work attached thereto about 60 per cent, and we believe this to be the nearest perfect warehouse ever designed. I might say it is a radical departure from present methods. We have offered the drawings to three authorities on warehouses. Instead of criticisms the drawings were returned with "reverse English" on them and the remark that it was the nearest perfect warehouse in their opinion that had ever been contemplated.

I therefore believe that this book, which will go to the printers next month, will be very interesting to all warehousemen and will be glad to send any of your subscribers a copy of same. On account of the cost of publishing this book, it will only be sent upon request, and will reach only such parties as are interested.

C. H. MOORES, MOORES & DUNFORD, Chicago, Ill.

Switching and Spotting on Private Tracks.

In what are known as the California switching cases the Interstate Commerce Commission rendered a decision that the carriers should cease making and collecting charges for switching cars placed on industrial spur tracks in the cities of San Francisco and Los Angeles when said service is incidental to a line haul of the delivering carrier.

Upon certain suggestions made by the Commission in rendering the opinion in the 5 per cent rate case, the California lines have presented a petition to the Interstate Commerce Commission for a re-hearing of the cases. They propose to demonstrate that the switching charges imposed are lawful and reasonable, and that the carriers are entitled to collect charges in addition to the rates charged for the main line service.

The decision of the Commission was in part based upon the ground of discrimination, it having been shown that whereas charges were assessed for the switching of freight to and from a private track at San Francisco and Los Angeles, such a charge was not made by the same carriers for rendering of a like service at other cities served by their lines.

It is evidently the purpose of the carriers, if a rehearing is granted, to undertake to establish the right to assess switching charges not only in the cities covered by the original order, but also to establish the principle that such switching charges should be made and collected everywhere. Attention is called particularly to the following quotation from the petition:

"It is manifest that the general question of discrimination is between the industrial and team track shippers, and that under the recent decisions of the Commission if discrimination is engendered by imposing the charge at some points and not at others the carriers should be permitted to exercise their election of removing this discrimination by withdrawing the charges, or by following the logical course of conforming to the policy announced by the Commission in the Industrial Railways Case and in the Five Per Cent Rate Advance Case and make the charges uniform in its application."

The Traffic Bureau of the New York Merchants' Association watches the present proceeding with a view of taking necessary steps to protect the interests of local shippers and receivers.

Responsibility for Fires.

Among the men who make a study of fires and fire prevention there is a growing sentiment in favor of laws enforcing personal responsibility for preventable fires. A start has already been made in this direction in the city of New York, where one whose carelessness or violation of fire ordinances causes a fire can be compelled to pay the cost to the city of fighting the blaze and for injuries sustained by any firemen.

In France a person whose carelessness causes a fire is held liable for any damage to the adjoining property. Such a law as this is being advocated in this country. It is asserted by fire statisticians that more than half of the fires which occur in the United States are due to gross carelessness. Our fire losses are much larger than those of any other country, and this condition, which the experts call a National scandal, will continue, they add, until laws providing for individual accountability are enacted.—Implement and Vehicle Journal.

Tailboard Case Put Up to Electric Vehicle Association.

Theodore Gabrylewitz, secretary of the National Team Owners' Association, and H. T. Lay, of THE TEAM OWNERS' REVIEW, attended the convention of the Electric Vehicle Association of America, at the Bellevue-Stratford Hotel, in Philadelphia, on October 19, 20 and 21. So much business was transacted that an opportunity to present the Tailboard Delivery Case to the Association was not presented until the last paper on the last day. This paper was a symposium on the electric industrial truck, and following its presentation, Mr. Gabrylewitz read extracts from his Studies in Freight Terminal Efficiency and also from the editorial in the October issue of THE TEAM OWNERS' RE-VIEW showing how the Electric Vehicle Association is concerned in the outcome of the fight.

The officers of the association evinced a great interest in the Tailboard Case and some aid may be expected from this quarter.

Mr. Gabrylewitz is busy now sending the per capita

tax staements to the various locals. The National has received donations from the following in the stated amounts since the Pittsburgh convention. As it was voted there that the contributions and their makers' names should be published in THE TEAM OWNERS'

REVIEW they are given below:

THE VIEW CHE STORE BOLOW.	
List of Donations Paid After Convention.	
6/17-W. W. Kinsella, Milwaukee, Wis\$	50.00
6/18-E. W. Oatley, Springfield, Mass	100.00
6/25-N. F. Ratty, Chicago, Ill	100.00
6/30-D. E. Hamlin, Pittsburgh, Pa	100.00
7/11-Allegheny County Team Owners' Association,	
Pittsburgh, Pa	200.00
7/11-Team Owners' Association of Greater Kansas	
City	200.00
7/13-St. Louis Team Owners' Association, St.	
Louis, Mo	200.00
7/18-John O'Neil, Pittsburgh, Pa	50.00
8/10-Westheimer Transfer Co. Houston, Texas	25.00
8/14-Cincinnati Team Owners' Association, Cin-	
cinnati, Ohio	200.00
8/15—Cleveland Cartage Club, Cleveland, Ohio	50.00
8/22-Goodloe, Kansas City, Mo., (THE TEAM	
OWNERS' REVIEW)	3.00
8/22-A. Shaw, Philadelphia, Pa. (THE TEAM	
OWNERS' REVIEW)	3.00
9/28-Philadelphia Team Owners' Association,	20.00
Philadelphia, Pa.	20.00
10/12-Houston Team Owners' Association, Houston,	25.00
Texas	25.00
10/17-Merchants' Transfer & Storage Co., Topeka,	F 000
Kansas Philadalahia Da (THE TEAM	5.00
10/17C. D. Hackett, Philadelphia, Pa. (THE TEAM	1.00
OWNERS' REVIEW)	50.00
10/17-E. H. Gallagher Trucking Co., New York	30.00

\$1,382.00 THEODORE GABRYLEWITZ, Secretary.

The railroads entering Philadelphia have ruled that after November 15, free storage in Philadelphia shall be limited to 2 days. Pierson & Sherz, attorneys for the National in the Tailboard Case are taking this question up with the Interstate Commerce Commission, complaining that the cutting down of the free storage time would be a great inconvenience to the merchants of Philadelphia inasmuch as the terminals are in such bad shape owing to poor facilities for speeding up the movement of freight through them.

The freight transfermen of Philadelphia cannot move the freight away from the terminals fast enough owing to the congestion at the terminals. Enough trips cannot be made in a day to get all the incoming freight. Consequently some of it must be left. If free storage ended 48 hours after the arrival of the freight, much would go into storage and charges would accrue on it before it could be removed.

A case of a Toledo transferman, who received an arrival notice on a shipment, but whose goods had not arrived at the terminal until some time after he received the notice is being taken up by Pierson & Sherz.

It is worthy of note that in the symposium on electric industrial trucks at the Electric Vehicle Association's convention, a lantern slide of an industrial truck was shown with a U-shaped extension on each side of

the platform, carrying a load of pipe. In one of the Tailboard Case hearings the railroads contend that electric industrial trucks could not carry pipe. Another lantern slide showed an industrial truck with a weighing platform in its loading platform, so that it might act as a weighing machine as well as a carrier. The statement was made that any man using 5 men with hand trucks can use an electric industrial truck.

Meeting of Southern Warehousemen.

The Southern Furniture Warehousemen's Association, which was organized at Ottawa Beach in June with ten members, has grown to twenty-two members at the present time. The first meeting of the association will be held at Chattanooga, Tenn., on November 16 and 17. This meeting was to have been held in August, but was postponed.

T. F. CATHCART, Secretary.

Montgomery Ward Into New Field?

The Southwest Warehouse Co., which has taken over the building at Nineteenth and Campbell streets, Kansas City, formerly occupied by the local house of Montgomery Ward & Co., has been incorporated under Missouri laws with a capital of \$25,000. The officers of the company are said to be C. H. Thorne, president, and I. J. Zook, treasurer. Messrs. Thorne and Zook are respectively secretary and treasurer of Montgomery Ward & Co. The stockholders as shown by the articles of incorporation are all department managers of Montgomery Ward & Co., Kansas City branch.

The Security Storage & Warehouse Co., Inc., has been incorporated to take over the building formerly occupied by Montgomery Ward & Co., as a West Bottoms warehouse, at 1405 St. Louis avenue. The capital of this company is \$10,000, one-half paid in. One of the stockholders of this company is a department manager in the Kansas City branch of Montgomery Ward & Co., and the others have been closely associated with the Kansas City business of the Chicago catalog house. Mr. Zook is reported to be treasurer of the new Security company.—Weekly Implement Trade Journal.

Cortland Truckman Liable to Compensations

A teamster killed while taking care of his employer's horses comes under the compensation act, according to a decision by the Compensation commission in the case of Irwin D. Smith, of Cortland, N. Y. The insurance company carrying the compensation insurance on Smith's employer, Charles H. Price, of Cortland, contested payment.

Price's business is that of carting and draying, or, as stated, operation of trucks, wagons or other vehicles drawn by horses, which occupation is covered by Group 41 of the compensation law. On August 18 Smith as he entered the stall of one of the horses was crowded against a partition by the horse and he died next day.

Motor Haulage and Delivery

What Truck Users Found Interesting in Motor Truck Conventions.

One of the most important papers read at the convention of the motor truck interests at Detroit on October 7-10, from the viewpoint of the user of motor trucks, and the prospective purchaser, was that on "Time Payment for Motor Trucks," by Walter E. Parker, of the Commerce Motor Car Co., of Detroit.

Mr. Parker gave a detailed plan for the establishment of a motor truck credit guarantee association to co-operate with the motor truck dealers and manufacturers. The methods of this association would be to guarantee and finance deferred payments on purchases of trucks and to discount notes representing such payments. The terms of sale as mapped out by Mr. Parker would be as follows: upon delivery to customer, one-fourth of the purchase price should be paid in cash. The difference due, three-fourths of the purchase price, should be paid in ten monthly installments, represented by ten notes upon a form furnished by the association, bearing interest at the rate of 6 per cent.

The notes should be covered by a conditional bill of sale or a chattel mortgage upon the trucks sold. The trucks should be insured against fire, theft and the usual property damage, in favor of the association to the extent of its interest. The association reserves the right to refuse any notes offered for purchase or discount when its credit department is dissatisfied with the credit or financial standing of the original maker of the notes or when notes already purchased from or discounted for the "dealer member of the association" shall have become in arrears.

H. M. Alden blamed the user altogether for overloading, in his paper on "Evils of Overloading and Overrating for Trucks and Permissible Body Weights." He said that change in design or use of preventative attachments will not solve the difficulty. L. C. Freeman, of the Denby Motor Truck Co., and John Squires, of the Signal Motor Truck Co., spoke on the same subject. Mr. Squires compared the load handling ability of the horse and the motor truck, and claimed that the horse, when overloaded will simply balk, while the motor truck may be thrown into a lower gear and forced to do the extra work before it would lay down. He claimed that speeding is not now such a factor, as most

truck makers use governors and these are not tampered with, as a rule.

J. G. Utz, read a paper on overloading truck springs, in which he pointed out the damage done by incorrectly-placed loads, long overhanging bodies, turning corners at too high speeds, lack of proper attention, loose clips, etc., and driving at too high speed with an empty truck. E. L. Schumacher, of the Denby Motor Truck Co. advocated an educational campaign among drivers.

S. V. Norton, of the B. F. Goodrich Co., read a paper on "Tire Guarantee and Mileage," limiting his remarks to solid tires. He blamed the manufacturers of trucks for overloading evils, stating that under-sized tire equipment was largely at fault. He said that the weight of special bodies should be known by the manufacturer and suitable tire equipment put on the truck. Improper distribution of loads was also mentioned and its detrimental effect on tires pointed out. Roy Harris, of the Firestone Tire & Rubber Co., read a paper showing the impossibility of working out a standard of tire sizes for trucks on account of the many variables involved. J. E. Hale, of the Goodyear Tire & Rubber Co. gave an illustrated talk on testing truck tires for wear. The Goodyear company is conducting tests of solid tires fitted to trailers. These tests have not yet been completed.

J. H. Thompson, of the Thompson Auto Co., of Detroit, stated that the charges for the replacement of defective parts should not be borne by the user or the dealer, but by the manufacturer. Makers should submit a schedule of such costs and guarantee for 90 days only. He favored free inspection of cars in service, a copy of the inspector's report being sent direct to the owner of the vehicle.

The question of charging for demonstrations was taken up by J. C. Ayres, Mr. Ayres claimed that demonstrations are not a necessity to sales. The rates charged for demonstrations were given as follows: per day, for 1,500-pound truck, \$8, for one-ton \$10, for two-ton \$12.50, for three-ton, \$15, for five-ton, \$20, and \$25 per day for a lumber or special body truck. If demonstrations were to be made over very bad roads or into the country, \$5 per day was added and overtime was charged for at the rate of \$1.25 per hour.

At Philadelphia, where the Electric Vehicle Association of America held its convention on October 19-21, most of the business transacted and the papers read were of more interest to the manufacturer, dealer and central station than to the user. Elsewhere in this issue will be found a report of what the association did in regard to the Tailboard Delivery Case.

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THE CONSOLIDATED PUBLISHING CO., H. T. Lay, Treasurer.

Sworn to and subscribed before me this 18th day of September, 1914.

[Seal] John S. Cort, Notary Public. (My commission expires February 25, 1915.)

Can Buy Ford Chassis for \$410.

On September 26, the Ford Motor Co. announced that it will henceforth furnish Ford chassis, without body, for \$410. These may be used as delivery vehicles of 600 or 750 pounds capacity by fitting a suitable body. Many transfer and storage men find these little cars useful in delivering small loads of trunks, etc. The buyer of a Ford chassis at this time will get the benefit of the rebate of about \$30 or \$50 offered on the concern's pleasure cars, provided 300,000 are sold before · August 1.

Truck Parade a Large One.

A feature of the celebration of New York City's Three-Hundredth Anniversary was a parade of motor trucks which took place on October 20. There were 1,241 trucks in the parade, which was held in the evening. The largest individual entries were the Autocar Co., which had 200 trucks in line, the Loose-Wiles Biscuit Co., of Brooklyn, with fifty, and the New York Edison Co., with over thirty.

The route was from One Hundred Twenty-fifth street to Columbus Circle, Fifty-ninth street, to Fifth avenue to Forty-second street to Broadway and back to Columbus Circle. The line of march was illuminated and elaborately decorated. Official reviewing stands were located at Fifty-ninth street and Broadway and at

Forty-second street and Fifth avenue. Beside the commercial vehicles, there were 2,259 pleasure cars in line making a total of nearly 3,500 motor cars in all. Governor Glynn and Mayor Mitchell reviewed the parade.

The New York Furniture Warehousemen's Association was asked to have trucks in the parade. Secretary Cassidy, of the Eagle Storage Warehouse Co., of Brooklyn, and Mr. Yetter, entered cars. Mr. Dealy had several in the parade:



When Your Horses Are Shod

have it done right. You want nails used which will hold Shoes tight-save as much hoof tissue as possible -and not prove defective.

No poor stock is used in making "Capewell" nails. Only the best is accepted and that after careful tests.

This Insures

easy and safe driving. Weak, inferior nails, likely to split or crimp, threaten the safety of the horse and may cause you needless expense. Such nails are pretty sure to prove dangerous and costly.

When your horse is shod, therefore, stick to the

"Nothing but "Capewell" motto nails." Every one has a check mark on the bevelled face of the head (our trade mark)-Look for



The Capewell Horse Nail. Co. Hartford, Conn.,

Largest Makers of Horse Nails in the World

Transfer, Warehouse and Storage Companies' Directory

ATLANTA, GA.

Morrow Transfer & Storage Company,

STORAGE AND HAULING.

Members of A. W. A. and N. Y. F. W. A.

26 West Alabama Street.

BOSTON, MASS.

R. S. Brine Transportation Co.

Trucking, Forwarding and Rigging.

BROOKLYN, N. Y.

PIONEER

FIPREPROOF STORAGE

WAREHOUSES

GEO. H. SHEPHARD, General Manager.

GEO. F. SHEPHARD,

Traffic Manager.

37 to 52 Flatbush Avenue.

Storage for Household Effects, Automobiles, etc. Packing and Shipping to all parts of the World. Rug and Carpet Cleaning. Motor and Horse-Drawn Vans. Fire and Thief-Proof Vaults for Valuables.

BUFFALO, N. Y.

The Buffalo Storage & Carting Company.

Unsurpassed Facilities for Storing, Handling, Transferring and Forwarding Goods.

News From Everywhere Briefly Told.

The Union Stockyards of Chicago, have been exhibiting a prize team of drafters at county fairs throughout the country recently. The team consists of six horses whose average weight is a ton each. Blucher, the biggest of them, is a handsome bay gelding, who tips the scales at 2440 pounds. The object of exhibiting these horses is to show the farmers what can be done in the way of breeding drafters.

The Fireproof Storage Co., of Louisville, Ky., has taken a permit for the erection of a seven story addition to its plant on Green street, between Third and Fourth streets. The new structure will be built of concrete and as nearly absolutely fireproof as it can be made.

The following firms have been elected to membership in the New York Furniture Warehousemen's Association: New Rochelle Storage Warehouse, Franklin street, New Rochelle, N. Y., Wertz Warehouse Co., Front and Franklin streets, Reading, Pa., and the Westheimer Warehouse Co., 2519 Commerce avenue, Houston, Tex.

The Abington Cartage & Storage Co., has been incorporated to do business in Cleveland. The concern is capitalized at \$10,000. Charles Savage is one of the incorporators.

Since the state of West Virginia went dry there has been a tremendous increase in the number of teaming concerns doing business in and near Wheeling. These are not water wagons, however. . Most of them operate between Dillonvale, Ohio, and Wheeling. Dillonvale is still wet. Under a recent ruling of the commissioner of prohibition, the Pennsylvania Express & Transfer Co., and the Ohio Valley Express Co.. are entitled to all the privileges of common carriers so long as they live up to the law. The wagon express will be allowed to carry shipments of beer or liquor so long as they do not refuse to carry other goods.

E. D. Flenniken of Salem, Ohio, has sold his transfer business to Robert Zimmerman of the same city.

At a recent meeting of the Illinois Furniture Warehousemen's Association, the following were elected to membership: Knickerbocker Storage Co., Canal and Cherry streets, Akron, Ohio; Hill Fireproof Storage Warehouse, 21 Vine

O. J. Glenn & Son

Everything in the Line of Moving, Carting, Packing, Storage.

Office, 47 W. Swan Street. Buffalo, N. Y.



Niagara Carting Company
223 Chamber of Commerce.

GENERAL CARTAGE & STORAGE
Transferring Car Loads a Specialty.

CANTON, O.

Cummins Storage Company

310 East Ninth Street.
STORAGE, DRAYING, PACKING AND
FREIGHT HANDLING A SPECIALTY
Unsurpassed Facilities for Handling Pool Cars

CHICAGO, ILL.

Bekins Household Shipping Co.

Household Goods, Automobiles and
Machinery.

General Office, 38 So. Dearborn St. Chicago. New York, 290 Brondway: Boston, 437 Old South Building; Buffalo, 675 Ellicott Square;

Trans Continental Freight Co.

Forwarders of Household Goods, Machinery and Automobiles.

Reduced Freight Rates to and from all principal points west.

General Office, 263 South Dearborn Street, New York Office, 29 Broadway. Boston Office, 1004 Old South Building.

CLEVELAND, O.

The Fireproof Storage Co.

Most complete facilities for Moving, Packing and Storage of Mechanical and Household Goods. Special attention to carload consignments.

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

DENVER, COL.

THE WEICKER

TRANSFER AND STORAGE CO.

Office 1017 Seventeenth Street.

New Fireproof Warehouse on Track
1447 to 51 Wynkôop Street.

Storage of Merchandiss and Household Goods.

Distribution of Car Lots a Specialty.

DETROIT, MICH.

The Reading Truck Co.

Office and Warehouse, Sixth and Congress Sts.

GENERAL CARTAGE AGENTS,

For Wabash and Canadian Pacific Railways.

Superior Facilities for Hauling and

Erecting All Kinds of Machinery.

Riverside Storage & Cartage
Company
51 CASS STREET.

DES MOINES, IA.

Merchants Transfer & Storage Company

WAREHOUSEMEN AND FORWARDERS
General Office. - - - - Union Station

EL PASO, TEX.

WESTERN TRANSFER & STORAGE COMPANY 518 SAN FRANCISCO ST.

Forwarders and Distributors—Trucking of all kinds—Distribution cars a specialty. Warehouse on Track,

ERIE, PA.

The Erie Storage & Carting Company

Packers of Planos and Household Goods, Storage, Carting and Parcel Delivery.

Warehouse Siding, switching to all lines

FORT WAYNE, IND.

Brown Trucking Company
MOVING, CARTING, STORAGE
AND DISTRIBUTING
125 West Columbia Street.

street, Hamilton, Canada; The Bimm Fireproof Storage, 313 East First street, Dayton, Ohio.

Lightning Delivery Co., has consolidated with the Pioneer Transfer Co., of Phoenix, Ariz., and although both corporations are being kept alive, the firms will do business under the name, the Lightning Delivery Co.

Policemen of the Twentieth and Fitz-water street stations in Philadelphia, managed to rescue about 35 horses belonging to the Fidelity Storage & Warehouse Co., Eighteenth and Market streets, when the big stables owned by this concern at 1611 Montrose street took fire recently.

Plans have been filed with Building Superintendent Ludwig of New York City for a six-story fireproof furniture storage warehouse on the east side of Broadway from One Hundred Thirty-Third street to One Hundred Thirty-Fourth street. The Riverside Drive Realty Co., Arlington C. Hall, president, is the owner. The cost is estimated at \$250.000.

Regarding the Omaha Van & Storage Co., of Omaha, Neb., the "Excelsior' of that city has the following to say: 'An institution of which large numbers of our people have seen the outside, but very few the inside, is the building of the Omaha Van & Storage Co., at the north end of the Sixteenth street viaduct. It is an enormous structure but its capacity for storage cannot be grasped without an actual visit. Mr. Bekins will be glad to take any of our readers up to the top floor, which is a fair exhibit of several floors, all filled with small storerooms protected with fireproof doors and Yale locks. Most of these rooms are packed to the ceiling and to the very door with household goods in storage.

"The charges for this service are reasonable, 5/6 of a cent per cubic foot per month. Trunks and boxes are stored on a lower floor. In big vaults in the basement valuables may be placed for safe keeping".

Astoria, Oregon, has a city ordinance limiting the weight of loads that may be hauled over the streets to a ton and a half. This ordinance is due to the fact that many of Astoria's streets are built on piles.

A late report from Philadelphia states that the quarantine has been lifted from the thirty-nine public drinking fountains for horses maintained by the W. S. P. C. A. in that city. The Philadelphia "Bulletin" recommends that ade-

FORT WORTH, TEX.

Binyon Transfer & Storage Company.

Front and Throckmorton Streets.
Receivers and Forwarders of Merchandise.
Furniture Stored, Packed and Moved.
Hauling of Safes, Machinery and Freight a
Specialty.
Telephones 187.

HARTFORD, CONN.

The Bill Brothers Company TRANSFER AND STORAGE

Special Facilities for Moving Machinery, Safes, Furniture, Pianos, etc. STORAGE WARE-HOUSES with separate apartments for Household Goods, and Railroad Siding for Carload Shipments.

HELENA, MONT.

Benson, Carpenter & Co. RECEIVERS & FORWARDERS

Freight Transfer and Storage Warehouse.

HANDLING "POOL" CARS A SPECIALTY.
Trackage Facilities.

HOUSTON, TEX.

WESTHEIMER
WAREHOUSE COMPANY
STORAGE & DISTRIBUTING

Fireproof Warehouses, Separate Locked Rooms

JAMESTOWN, N. Y.

DONELSON TRUCKING & STORAGE CO..

FACILITIES FOR PACKING, SHIPPING,
MOVING AND STORING
HOUSEHOLD GOODS,
Machinery, Safes, Etc., Moved—MOTOR VANS

LEOMINSTER, MASS.

W. K. MORSE

LIGHT AND HEAVY TRUCKING OF ALL KINDS

Office and Stables. rear 83 Mechanic Street. Residence, 147 Whitney Street.

MANSFIELD, O.

COTTER

TRANSFER & STORAGE Company

GENERAL HAULING & STORAGE

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

MILWAUKEE, WIS.

Kinsella Transfer Company 617 Clinton Street WE MOVE EVERYTHING. ALL KINDS OF TEAMING

THE UNION TRANSFER COMPANY.

Freight-Teaming, Shipping and Receiving Agents. Warehousing and Storage.

REED OFFICE. 107 STREET. "We Deliver the Goods."

MINNEAPOLIS, MINN.

CAMERON'S Transfer & Storage Company

708 Hennepin Avenue, Unsurpassed facilities for Storing, Handling, Transferring and Forwarding A dise and Household Goods.

Fireproof Storage.

MONTREAL, CANADA

Meldrum Brothers, Limited

Cartage Contractors

Established 1857

Office 32 Wellington Street.

Unexcelled facilities for the teaming of car load, steamship importantions and heavy merchandise.

NEW LONDON, CONN.

B. B. GARDNER, 18 BLACKHALL PIANO AND FURNITURE PACKER, MOVER & SHIPPER

Safe Mover-Freight and Baggage Transfer. STORAGE.

NEW YORK CITY.

The Meade Transfer Company General Freight Forwarders

Transfer Agents of the Pennsylvania R. R. and Long Island R. R. Main Office, P. R. R. Pier, 1 N. R.

quate substitutes be established for the old-fashioned horse troughs in the city which are still under quarantine.

Plans for Transfer Station.

Plans are in preparation for a fireproof transfer station and depot to be erected on the southeast corner of Twelfth and Spruce streets in St. Louis, for the Columbia Transfer Co., of that city. The building is to be steel framed, fireproofed with concrete.

The floors and beams are to be of reinforced concrete. The exterior will be faced with brick and trimmed with terra cotta. The building will occupy a lot 152 feet on Spruce and 200 feet on Twelfth. There will be a loading platform 12 feet in width running the length of the Spruce side, and covered with an ornamental iron and glass canopy.

Storage space on the ground floor, 152 by 100 feet, will have a center aisle 60 feet wide which will be spanned with heavy steel girders, eliminating all column construction. The balance of the ground floor will be occupied by the wagon shop, paint shop, horseshoeing shop, steamheating plant and toilet rooms.

An easy incline 10 feet wide will lead to the horse barn on the second floor, which will have single and box stalls to accomodate 200 horses. On the second floor will be located the general office, harness makers' rooms and shower baths. A locker room containing 100 lockers will be provided on the mezzanine floors.

The main entrance to the office will be from the new Twelfth street viaduct. All windows will be of iron and steel of the fenestra type and glazed with wired glass. Special attention has been given to ventilation and sanitation. A concealed ventilating fan system will be provided. The third floor is to be used for feed and general storage.

The Edward Balf Co.

The Hartford, Conn., "Courant" publishes the following regarding the Edward Balf Co., of that city, one of the largest private team owning companies in the country: "The Edward Balf Co., incorporated in 1912 is the outgrowth of the business established years ago by Edward Balf in this city when he came here from Suffield, his native place. He started on a small scale, doing a general carting and contracting business and prospered so that the Edward Balf Co., was formed 1897.

West End Storage Warehouse 202-210 West Eighty-Ninth St., Moving, Packing and Shipping, Storage

Warehouse and Silver Vaults. NEW YORK CITY.

Metropolitan Fire Proof Storage Warehouse Company 39-41 West Sixty-Sixth St.

STORAGE, CARTAGE, PACKING.

Julius Kindermann & Sons FIREPROOF STORAGE WAREHOUSES

Storage for Household Effects, Automobiles, Etc.

1360-62 Webster Ave., near 170th St.

OIL CITY, PA.

Carnahan Transfer & Storage COMPANY STORAGE AND PACKING

PHILADELPHIA

Citizens' Express Company,

Theo. Gabrylewitz. Drayman-Shipper-Distributor

HEAVY HAULING Parcel Delivery.

Auto Delivery. 31 North Sixth St.

PITTSBURGH, PA.

Haugh & Keenan Storage & Transfer Company, Center and Euclid, East End. PITTSBURGH, PA.

MURDOCH STORAGE & TRANSFER COMPANY,

W. A. Hoevler Storage Company, "After continuing in this firm for 15 | 546 NEVILLE STREET, PITTSBURGH, PA.

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

Weber Express & Storage Co. 4620 Henry Street

Moving, Packing and Storing | GENERAL of Furniture and Pianos | HAULING

J. O'NEIL, EXPRESS AND

813 W. Diamond Street, Northalds.
Unsurpassed Facilities for Storing, Handling, Transferring
and Forwarding Goods.

UNION STORAGE CO.,

Liberty and Second Ave.,

GENERAL, COLD AND RONDED STORAGE

TRANSFERBING AND FORWARDING.

PORTLAND, ME.

Chase Transfer Company
General Forwarding Agents
Eastern Steamship Company, Maine Steamship
Company, Grand Trunk Railway.
Special attention to Carload Consignment

PORTLAND, ORE.

Northwestern Transfer Co.
64 and 66 Front Street
GENERAL FORWARDING AGENTS
Special Attention Given to Pool Cara

ROCHESTER, N. Y.

Rochester Carting Company, 164 ANDREWS STREET.

Movers of Pianos and Household

Furniture.

ST. LOUIS, MO.

Columbia Transfer Company

Special attention given to the distribution of car load freight.

Depots: St. Louis, Mo., and East St. Louis, Ill.

years, the company was reorganized so that as it is constituted today it includes the New England Trap Rock Co., the Edward Balf Co., of 1897 and the New England Paving Co. The capital stock is \$250,000 and the president is Edward Balf; vice-president L. B. Barbour; secretary and treasurer, M. J. Case.

"The company carries on a general contracting, carting, paving and trap rock business, has about 450 men on the payroll, has 200 horses at work, a number of motor trucks at work and is very successful."

Removable Calk Mule Shoes.

The Giant Grip Horseshoe Co., of Oshkosh, Wis., is the only concern in the world which makes removable calk shoes for mules. According to a description of their mule shoe, which appeared in a recent issue of one of the Oshkosh papers, experts consider this to be the best fitting shoe ever designed for mules. Giant Grip Mule Shoes can be had in the following sizes: Numbers 2, 3, 4 and 5.



Giant Grip Mule Shoe.

Number 2 shoe carries a 7-6 calk; Number 3 a 1-2 calk, Number 3 a 1-2 calk and Number 5 a 9-16 calk. The sizes of the mule shoes correspond to those of the driving shoes made by the same company, another feature of whose line is the Jumbo Dull Calk.

Horace Pyle Killed When Van Hits Train.

Horace Pyle, aged 17, son of the owner of the Pyle Storage Co., of Philadelphia, and the two helpers with him, were instantly killed near Pleasantville, N. J., on October 27, when one of the Pyle company's big auto vans, on its way to Atlantic City with a load of household goods, struck an express train on the Philadelphia & Reading railroad. Horace Pyle, who was at the wheel of the machine, was taking his first long trip.

THE SAMSON JACK



This Jack is made of Air-refined Malleable Iron with Steel Bolts, and is used for raising heavy trucks and coaches, and comes in two sizes,

No. 1\$4.00 No. 25.00

L. J. KELLY MFG. CO. ALBANY, NEW YORK

Imported Draft Horses No Longer Necessary.

With the exception of a very limited number from England, importation into the United States of pure bred draft horses for breeding purposes has been practically stopped by the outbreak of the European war. For several years previous, from 2,500 to 4,000 stallions and mares have been brought annually into this country. In the opinion of experts in the United States Department of Agriculture, however, the standard of draft horses in America will not suffer from the interruption of these importations. There is, it is said, a sufficiently large amount of pure blood already in the country to answer all requirements and the American draft horse will now have an opportunity to demonstrate its own qualities. Hitherto a certain fascination has hung over the word "imported" which has had a marked effect upon prices. For example an imported Percheron stallion might sell for \$2,000 where an equally wellbred American Percheron would bring only \$1,200 to \$1,500.



If you do not use Eagle Dump Wagons, we both lose money. Address.



THE EAGLE WAGON WORKS,

Auburn, N. Y.

PRACTICAL, SANITARY
AND WELL VENTILATED STABLES INCREASE
THE WORKING CAPACITY OF YOUR HORSES.
ALFRED HOPKINS,

Architect

Expert on stable construction and ventilation.

101 Park Ave., New York City

Spring Step Rubber Horse Shoes.

An addition has been made to the rubber horse shoe line by the Revere Rubber Company in their Spring Step shoes which are illustrated in the advertisement of the company on another page. The man credited with bringing out this shoe is W. J. Kent, well known to the horseshoeing fraternity the country over. Mr. Kent has evidently perfected a shoe having many advantages over the ordinary rubber shoe, and backed by the reputation of the Revere Rubber Co., manufacturers of the well known Air Cushion pads, it is a safe gamble that the shoe is a good one and will find immediate endorsement from both shoers and owners.

One of the important features of this shoe is that the face of the shoe being convex and the foot of the horse keeping the rubber constantly in action, by its pressure, it will not ball up with snow. The Spring Step shoe is nicely made, of an excellent quality of rubber; is strong, properly punched and provides that cushionlike footing so much called for.—"The Crow Bar."

NEWTON'S Heave, Cough, Distemper and Indigestion Cure



Because it is largely an Indigestion and Piood Remedy.

INDIGESTION causes Heaves, Cough, Colic, Scouring or
the opposite, Staggers, Vertico, Intestinal or Stomach
Worms, Abnormal Conditions of the Stomach and Bowels.

NEWTON'S cures Colds, Cough, Distemper. Desth to
Heaves. Best package, screw-top can. Absolutely most
economical to use. Theleader, not a follower. A Veterinary Remedy backed by 23 years increasing sales. Price
506 and \$1.60 per can at dealers' or direct.

THE NEWTON REMEDY CO., Toledo, O.



Advertise Your Wants

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THE TEAM OWNERS'
REVIEW

Results are Assured
Rates on Application.





With an order for 100 pounds of

Columbia Stock Tonic

we will send the above Statuette free.

Write for particulars.

The F. C. Sturtevant Co.,

243 State St., Hartford, Conn.

WANTED.

Men in every city to sell an advertised product 33 1/3 per cent commission. Every team owner is a prospect, Reply, with references, to Box 34, care of THE TEAM OWNERS' REVIEW, Westinghouse Bldg., Pittsburgh, Pa.

Salesmen to handle Queron, a remedy for horse sores and bruises—as a side line. Liberal discounts and commissions. Ralph R. Weinberg, 308 Chestnut street, Philadelphia, Pa.

FOR SALE.

Transfer business. Established 1880. The owner desires to retire. A big paying business. Will sell cheap. Address, Washington Transfer Co., Washington C. H., Ohio.

My interest in good transfer business in thriving southern city. Exceptional opportunity, established business, hauling, storage, baggage transfer, railway contracts. Good hotel city. Warm climate. Address Box 10, care THE TEAM OWNERS' REVIEW, Westinghouse Building, Pittsburgh, Pa.

\$25,000.00 will buy a transfer business in a middle western capital, now netting 25 per cent profit. Five storehouses full. For particulars, address C. D. Renniks, care THE TEAM OWNERS' REVIEW, Westinghouse Bldg., Pittsburgh, Pa.

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COLIC is a disorder that demands emergency treatment. Is your stable equipped to give such treatment?

Colt's Colic Compound

Has years of satisfactory results back of it.

Used internally for, Colic, Cramps, Dysentery, etc.

It Stops Inflammation
Satisfaction or your money back.



Used externally for, Collar and Saddle Galls, Burns and Cuts.

If your dealer does not carry it. order direct today.



Price, \$1.50 per bottle, 6 bottles for \$7.50. Express prepaid

Colt's Remedy Company
307 East 79th St., - NEW YORK CITY



Established in 1866.
Transfer and Delivery Wagons



Soon show the kind of material that has been put into them. Our wagons are carefully constructed with the very best material and workmanship. All lumber used in constructing our wagons is air seasoned. We guarantee the durability of our wagons and they will stand the wear and tear to which this class of vehicles is subjected. Write to-day for our catalogue. Do it now.

KOENIG & LUHRS WAGON CO.



TRUCK COVERS

HORSE COVERS

KEEP YOUR MERCHANDISE AND HORSES DRY

"BAYONNE" is the only PERMANENT waterproofing process.

Ask your dealer to show you labeled samples or tagged rolls marked thus:

BAYONNE WATERPROOF CLOTH

Fabric 1287-Color O-107-X Yellow-recommended for truck covers. Remains soft and pliable. BAYONNEC WATERPROOF CLOTH

Fabric 1004-Color H-167-X Brown for Horse covers. See also J B & Co TAN-CO.

Compare BAYONNE treated materials with what you have been using, both as to price and quality. Durability is the final test of cost.

If your dealer will not supply BAYONNE WATERPROOF CLOTH COVERS, write us and we will give you names of manufacturers in your locality who will do so.

> JOHN BOYLE & CO., Inc. (Established 1860)

Main Office: NEW YORK-Branch House: ST. LOUIS-Waterproofing Works: BAYONNE, N. J. The largest manufacturers and dealers in COTTON DUCK and AWNING MATERIALS in the U.S.

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FOR THE TRADE.

AUTO TRUCK COVERS HORSE & WAGON COVERS

F. F. HOPKINS MFG. CO.

Successors to

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Paulins-All Kinds Piano Covers
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Beecher Draft Spring Co,

New Haven, Conn.

Write for Catalogue.

MECHANICAL HUMANITY TO THE HORSE" BEECHER SAFETY DEVICE.

CONVENIENT, DURABLE, PRACTICAL.

Manufacturers of Open Link, Rope Traces, and Lap Loop

PLEASE MENTION THE TEAM OWNERS' REVIEW, WHEN WRITING TO ADVERTISERS.

Molassine Meal

MADE IN ENGLAND

Makes Hard Work Possible wherever horses are used

whether under the terrific strain of war, or under ordinary conditions of teaming, trucking or farm work. It stands every test.

Knowing the high value of "MOLASSINE MEAL" for Horses and other Stock, the British Government at the first declaration of War put an absolute embargo on the shipment of MOLASSINE MEAL, making it difficult for us to care for our large United States Trade. Later, through special permission of the War office, shipments for the account of our Boston office have been allowed and we are now able to renew our stock.

A FEED SO VALUABLE THAT THE BRITIHS GOVERNMENT USES IT FOR ARMY HORSES IS SOMETHING YOUR HORSES SHOULD NEVER BE WITHOUT.

NO HIGHER INDORSEMENT OF ANY FEED WAS EVER GIVEN.

REFUSE ALL SUBSTITUTES

Do not let dealers fool you by telling you something else is "just as good." They may say it costs less, but "there's a reason."

We have a new Horse Book—drop us a postal card for it.

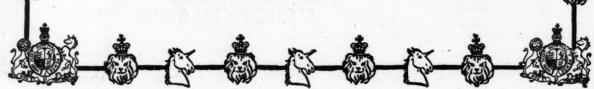
Our illustrated Souvenir Book is also worth sending for

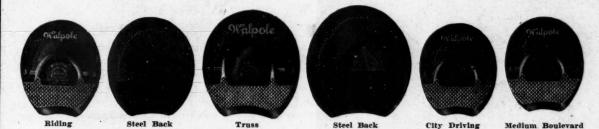
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324 Board of Trade



Boston, Mass.





Walpole

Horseshoe Pads

Steel Back-——Leather Back--Canvas Back

The spring steel plate is what makes Walpole Horse Shoe Pads superior to all others. It not only supports the frog as Nature intended thus preventing both inflammation and contraction—by giving the frog a natural support—but also increases the wearing quality 100%.

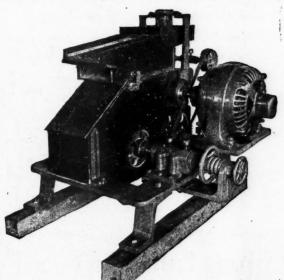
Can be so regulated as to absolutely relieve all soreness or tenderness.

Insist upon the Walpole of your dealer. In the unlikely event of his not having the Walpole write us and we will see that you are supplied.

Walpole Tire and Rubber Company, Walpole, Mass.

BELL OAT & CORN CRUSHER

Why purchase two machines, when one will do the work for less than one-fourth the cost. The "BELL" Crushes Oats or Corn, or both together on the same machine.



Our prices are standard and reasonable, NOT INFLATED CATALOGS FOR THE ASKING.

Our Agents will talk for us, but our Crusher Talks for itself.

W. L. McCULLOUGH CO.

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WAGON COVERS

FOR SALE BY ALL LEADING SADDLERS THROUGHOUT THE UNITED STATES.

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EXCELLO HORSE FEED

Compared with Other Feeds.



Excello Feeds are made of the best Alfalfa, Corn, Oats, Linseed Oil Meal and Sugar Cane Blackstrap Molasses that money can buy. They are made RIGHT--they are sold RIGHT--the stock that eat them always feel RIGHT.



One ton of oats measures 62½ bushels, or 2,000 quarts, and at 46½c per bushel would cost you \$29.00 per ton, track, St. Joseph.

One ton of EXCELLO HORSE FEED measures 3,200 quarts and at the present price of \$26.50 per ton, f. o. b. Mill, shows on the face of it, this feed is \$2.50 per ton cheaper, and contains 1,200 more quarts to the ton than straight oats. The EXCELLO FEED MILLING COMPANY guarantee that 6 quarts of EXCELLO HORSE FEED is equal in feeding value to 5 quarts of straight oats. In one ton of EXCELLO HORSE FEED you have 533 feeds of 6 quarts to the feed. In one ton of straight oats you have 400 feeds of 5 quarts to the feed. You get 133 more feeds in one ton of EXCELLO HORSE FEED than you do in one ton of straight oats. The actual difference in dollars and cents in just one ton in favor of EXCELLO HORSE FEED is \$9.15. Don't you think \$9.15 is worth saving on just one ton of feed? To be sure you do, but you never had any idea there was that much difference. Just buy one ton and we know you will buy more.

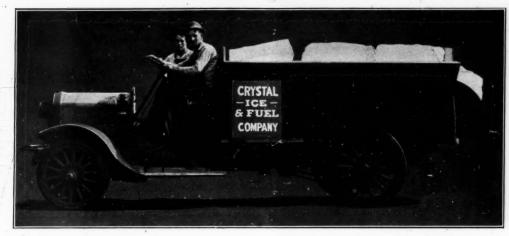
Manufactured and guaranteed by

Excello Feed Milling Company

Saint Joseph, Missouri.







Model "C" Chassis \$1800.00 BODIES FURNISHED TO ORDER

The "DART" Truck stands to-day foremost in its class. It has met and mastered every possible test to which it could be subjected. After three years of continuous service in practically all lines of business, and under all conceivable conditions, it has stood the

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The cut appearing on this page is of a Model "C" two-ton capacity truck in the service of the Crystal Ice & Fuel Co., of Waterloo, Iowa, who have been using this particular truck for eighteen months, and a few weeks after purchasing their first truck, in stalled another of the same Model, which have greatly increased the efficiency of their service. We refer you to them for verification of our statement and additional information.

The DART MOTOR TRUCK COMPANY is selling its product on the same basis as many other business necessities are sold, viz.:—on Deferred Payment ress necessities are sold, viz.:—on Deterred Payment Plan. By this method you are not required to pay the entire purchase price of one of these Motor Trucks when it is delivered. Part cash is all we require and the balance can be spread over the following ten months, with one-tenth payable each month. This simply means that with the outlay of a very small amount of cash you can equip your business with amount of cash you can equip your business with Motor Delivery Service and put it on the same basis, with the same high standard of efficiency, that is so popular in the Cities.

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We shall be pleased to explain this deferred payment plan to you in detail upon request.

TESTED and PROVEN

Remember in buying a DART you are not paying for the experimenting and experience that has to be gained in a new enterprise, but instead are buying an article that has demonstrated during these many years of actual service that it is constructed along serviceable and standard lines—made to give service and cut the cost of your present delivery system to such an extent that you will be astonished at the figures. We are alluding to the experience of hundreds of customers who have thrown out the old-time horse-drawn vehicles and equipped their entire delivery system with Motor Trucks. These are not simply ideas or fancies which have grown "over night," but are actual facts which we can, and are demonstrating daily in the course of our

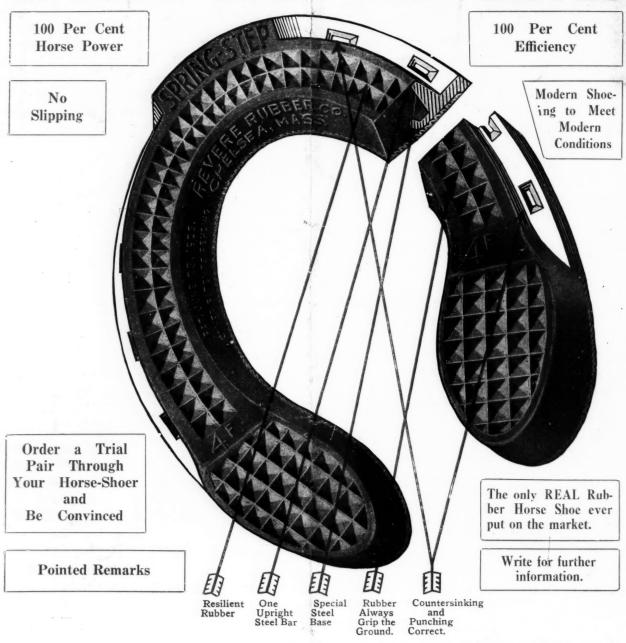
We can give you hundreds of satisfied customers in many lines of business who are willing to testify as to the efficiency of Motor service. We shall be pleased to add you to our list.

Our line is not limited to one size and one Model. The cut shown above is our Model "C" as previously explained. Our Model "A" is of a capacity of 750 to 1000 pounds, 4-cylinder, water-cooled. Price is complete with Express type of body, \$875.00. Model "B" 1500 pounds to one ton capacity, Continental Motor with unit power plant construction and solid tires, price Chassis \$1400.00. Bodies furnished to suit your needs. All Prices F. O. B. Waterloo, Ia.

Pittsburgh, Pa., Local Agents, H. H. HOOVER & CO., McCance Block,

Dart Motor Truck Co., Waterloo, Iowa.

RUBBER SPRING STEP HORSE SHOES



Perfect Security of Foothold under All Conditions. NO CALKS NO SHARPENING NO SPIKES

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New York, Fittsburgh, Chicago,

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